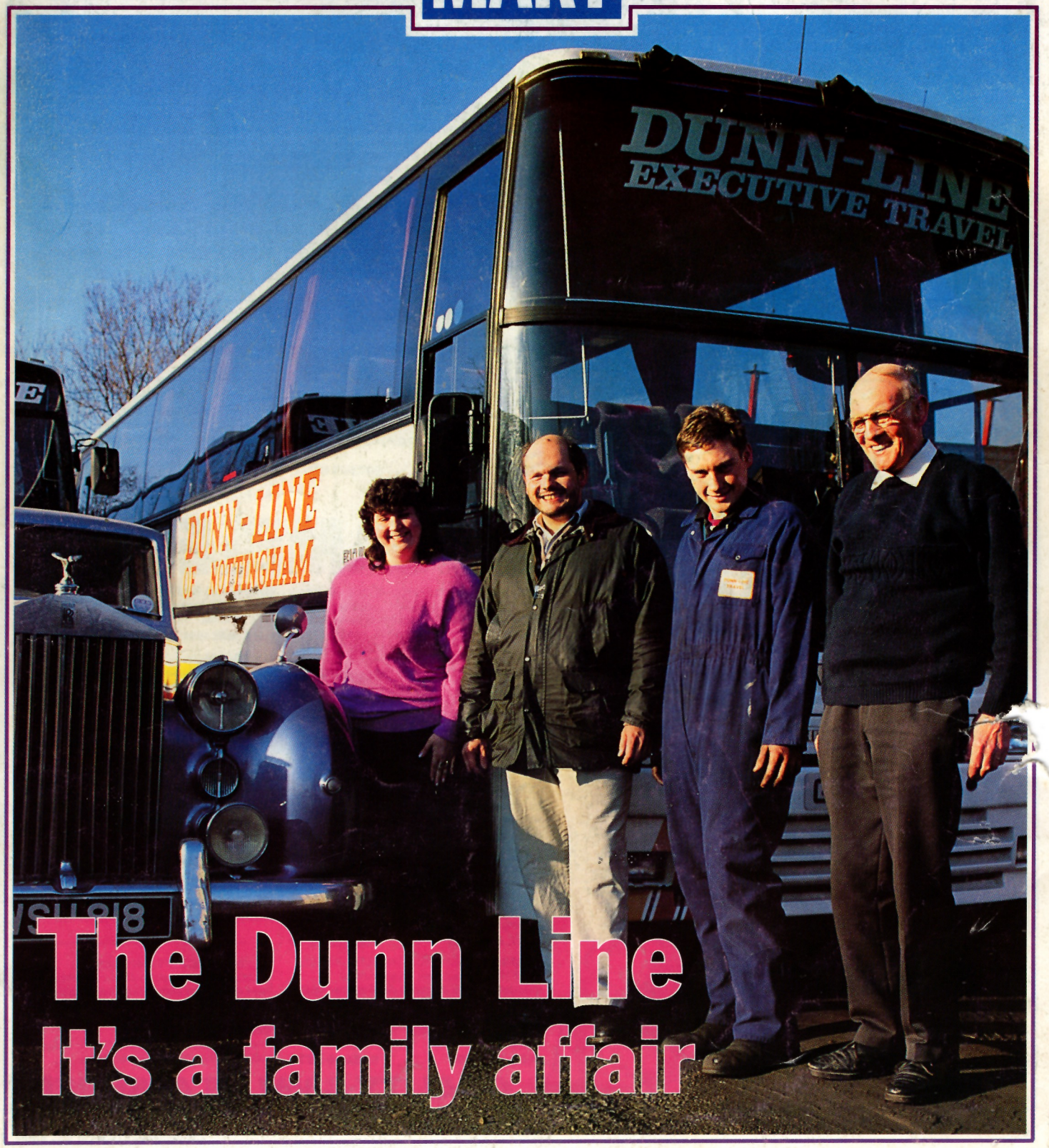
# COACH MART

The weekly for the coach industry

Issue 631 £1

March 21, 1991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**1986 MCW CUMMINS L10 Engine.** 4-speed full automatic Voith gearbox, 79 recliners, nearside front power door, toilet, orange curtains, luggage pen, seat back pockets, full soft trim, MoT 19.09.91, resprayed all white.
**Price** .....**£21,000**

### NEOPLAN

**1984 NEOPLAN SKYLINER,** 75/77 recliners, DAF 11.6 turbo engine, 8 speed gearbox, toilet/washroom, servery, water boiler, fridge, curtains, choice of two, MoT's 22.11.91 and 15.01.92, stock numbers M110 and M111.
**Price** .....**£39,500**

### JUST A FEW EXAMPLES

**1975 BRISTOL VRT** (Gardner 180 engine), **NOW ONLY ONE.** Stock No M013. SOLD w bridge), MoTs Feb & May 1991. Choice of 2 –
**Price** ..... ~~**£2,950**~~ **£2,500**

**1983 (Sept) FIAT BEJA Moseley Continental,** 18 seats, 5 speed gearbox, power door, radio/ cassette, red curtains, luggage pen, all white, MoT 16/01/92. Stock No M017.
**Price** ..... **£7,950**

**1985 LEYLAND TIGER 245 Duple Caribbean II** SOLD courier, toilet, double glazed windows, curtains, seat back tables, power door, drinks, fridge, t 'ebasto, driver's bunk. Stock number M020.
**Price** ..... **£29,950**

**1988 DENNIS JAVELIN 11 metre Duple 320,** 53 seater, power door, tinted windows, exhaust brake, soft trim, speed limiter, cherished plates – 429 and 430 UFM. Choice of two. Stock numbers M018 and M019.
**Price** ..... **£47,500**

**1983 LEYLAND TIGER 245 (exchange fitted 23/10/90) Plaxton 3500,** 48 reclining seats, hydracyclic, semi-auto gearbox, rear o/s sunken toilet, rear o/s cont door, Webasto, destination gear, MoT 20.12.91, includes full repaint in single colour of your choice. Stock No M021.
**Price** ..... **£27,000**

**1984 LEYLAND TIGER 245, Plaxton 3500,** 50 reclining seats, ZF manual gearbox, Webasto, dble glazing, Leyland re-con engine, April 1990, MoT 15/11/91, stock no M022.
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**DAF** 1984 MB200 DKFL CAETANO ALGARVE 12M, 49 recliners, grey/orange moquette, power door, courier seat, curtains, toilet, wired for T.V. + video, carpet, water boiler, duo red/white.
**M.O.T. JUNE 1991** **£37,500 NETT**

**DAF** 1983 (NOV) DKFL JONCKHEERE JUBILEE P50 12M, 49 recliners, just re-trimmed in grey/red moquette, power door, o/s rear sunken toilet with continental door, double glazed tinted windows, Tempo 100, wired for T.V. + video, Telma retarder, drinks machine, magazine nets, all white.
**M.O.T. NOV 1991** **£42,500 NETT**

# WE'VE TAKEN THE GAMBLE OUT OF CHOOSING USED COACHES

PART EXCHANGE CONSIDERED

**DAF** 1983 DKFL VAN HOOL ALIZEE-H 12M, 48 recliners, brown moquette, rear floor mounted toilet, continental entrance door, Webasto heating, driver's berth, power operated entrance door, courier seat, curtains, wired for T.V. + video, white/grey/red.
**M.O.T. FEB 1992** **£42,500 NETT**

**VOLVO** 1984 (SEPT) B10M BERKHOF ESPRITE HIGH-LINE 12M, 49 recliners, saloon toilet at rear, courier seat, curtains, carpet, power entrance door, Webasto heating, grey/red moquette, all white.
**M.O.T. MAR 1992** **£42,500 NETT**

**LEYLAND** 1987 TIGER 26[illegible]DUPLE 320 12M, 50 recliners, grey moquette, power door, toilet, servery, suspension raise system, all white.
**M.O.T. JAN 1992** **£47,500 NETT**

**BOVA** 1984 FUTURA FLOWLINE [illegible] INTEGRAL 12M, 53 str., (48 recliners + 5 fixed at rear), beige/brown moquette, continental door, courier seat, curtains, double glazing, power entrance door, Webasto heating, cream/red/gold.
**M.O.T. MAR 1992** **£38,000 NETT**

**SCANIA** 1984 K112 JONCKHEERE JUBILEE P599 12M, 49 recliners, fawn/orange moquette, power entrance door, courier seat, berth, centre toilet, fridge, continental door, double glazed side windows, drinks machine, TELMA retarder, wired for T.V. + video, all white.
**M.O.T. DEC 1991** **£45,000 NETT**

**VOLVO** 1986 B9M PLAXTON PARAMOUNT 3200, 45 str., brown moquette, power entrance door, all white.
**M.O.T. MAY 1991** **£52,500 NETT**

**VOLVO** 1984 (AUG) B10M PLAXTON PARAMOUNT 3500 12M, 49 recliners, beige/red moquette, rear sunken toilet with continental door, driver's berth, courier seat, Webasto heating, TELMA retarder, drinks machine, curtains, tinted double glazing, power entrance door, wired/boxed for T.V. + video, silver/blue.
**M.O.T. JUL 1991** **£47,500 NETT**

**LEYLAND** 1985 TIGER 245 PLAXTON PARAMOUNT 3500 12M, 51 str., autumn tint moquette, (46 recliners + 5 fixed at rear), power operated entrance door, TELMA, courier seat, curtains, continental door, provision for driver's berth, all white.
**M.O.T. MAR 1992** **£42,500 NETT**

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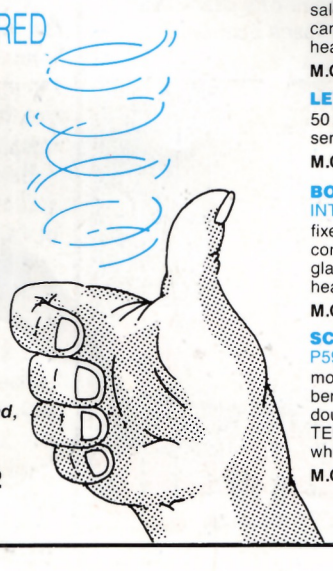

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# COMMENT

IT would all be too easy to pass over the Liberal Democrats' transport policy as political opportunism or even wishful thinking.

The strategy they propose is, broadly, an extension of the London Transport tendering system in which LT is responsible for the public transport network and operators run the services.

The Liberal Democrats' plan offers central control over standards and central funding for 'uneconomic' investment in vehicles, while allowing local authorities control over integrated transport systems. Market forces would still dictate the price, they claim.

One of the key paragraphs in the policy statement calls for the 'introduction of integrated public transport planning in urban areas, using an appropriate mix of railway lines, light rail systems, guided busways, bus lanes, park and ride and improved interchange facilities, with concessionary tokens which can be used across all forms of transport interchangeably.'

It would be equally easy to pass over the Liberal Democrats as the unelectable third party. But recent by-election results suggest that may be an underestimation.

The next general election, which has to take place before next Summer, will be fought on four main fronts - the poll tax, health, education and transport. That each of its main opposition parties now has a coherent and attractive transport policy must be of great concern to this Government. For they still show no sign of even having a policy.

COACH Europe is now well and truly gone, its only legacy the 19 vehicles it ran standing idle in a Leicester depot.

Managing director Paul Cresswell claims the company was heading into a rosy future for coaching, where punters paid top prices for a high-quality service. But eventually it was crippled by its parent company's airline debts.

He said he was private-hiring Neopian deckers for £500 a day on a regular basis. He and his staff delivered quality and the public paid for it.

'It is operators, not consumers, who drive prices down,' Mr Cresswell told *Coachmart*. That comment certainly won't endear him to some sectors of the coach industry, and it is difficult to see what he has to gain by making it. Maybe it was from the heart. And maybe more operators should be listening...

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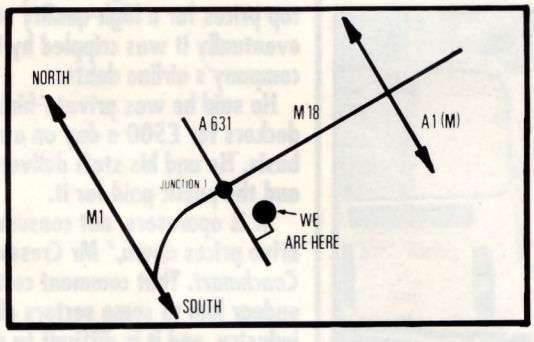

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■TAKEOVER

# Citylink and Rapson join to buy Bruce's of Airdrie

SCOTTISH Citylink has tied up with Rapson of Alness to make its first acquisition since privatisation.

Bruce's of Airdrie has been bought by the joint venture company Bruce's Coaches Ltd - formed by Rapson and Citylink holding company Clansman Travel and Leisure - and will be using its vehicles for Citylink express and Clansman Monarch tour work.

The deal follows an 18-month relationship between Rapson and Citylink which began when Rapson had a change of heart on the eve of signing a deal with National Express, and after National Express had prematurely announced it. The following day, Rapson signed with Citylink, claiming the money was better.

'We've had a good relationship with Citylink since then,' said Sandy Rapson from the Bruce premises which he will be running from now on. Former owner John Bruce has reputedly sold the seven-acre site to go into farming.

Neither Citylink managing director Guido Crolla nor Mr Rapson would reveal the financial details of the partnership, but Mr Crolla said the deal gave his company a firmer asset base.

Bruce's operation has eight B10M-based vehicles and four B58s, most with Plaxton bodywork. It runs some of Citylink's Londonliner cross-border operations. Mr Rapson says he will be adding four more B10Ms to the fleet - either late secondhand or new vehicles. The existing workshop would remain and another currently used for a bus wash will have two new pits built.

'The Volvos will fit in with the Rapsons fleet,' said Mr Rapson. 'At the moment that is 16 vehicles 12 of which run for Citylink.'

*Bruce's Londonliner work: taken over with the business.*

Mr Crolla said there were big bonuses for Citylink: 'For a start, we will get more flexibility. We will still contract in the majority of vehicles, but buying into a coach company will give us a better understanding of vehicle operation.

'Bruce's is very well located, an equal distance between Edinburgh and Glasgow, and will put us in a strong position to improve our quality to passengers.'

● Guido Crolla took over as managing director of Citylink after the shock resignation of Alan Howes *(Coachmart,* February 28).

Mr Howes - leader of the buyout team which acquired Citylink from the Scottish Bus Group - is believed to have had a major boardroom clash with fellow directors over Clansman's future policy.

■LIQUIDATION

# Workers go as bid to save Coach Europe fails

COACH Europe's employees were dismissed last week following a failed eleventh-hour attempt by liquidators to sell its parent company ILG Travel Ltd.

Former managing director Paul Cresswell said the crash had been a great blow: 'All the staff have been made redundant, and there is no anticipation of selling anything as a going concern.

'It's a great shame, particularly with regard for my staff who had been very loyal. We were well ahead of all our targets right to the end,' Mr Cresswell said in an outspoken interview with *Coachmart.*

'Harry Goodman set high standards and we carried them through. I believed then as I do now that passengers aren't bothered unduly about the cost of coach travel but the quality. With 'in flight' magazines and well-trained staff, we could have lifted prices to a highly profitable level. It is operators, not consumers, who drive prices down.'

Mr Cresswell said he feared other cross channel operators would now forget about trying to match Coach Europe's standards and the industry would drift further towards lower cost and so lower quality. 'There is a market if anyone is thinking about developing into Europe, we still have the expertise,' he said.

*Coach Europe: no likelihood of selling anything as going concern.*

Mr Cresswell is also a director of Coach Europe's contracted maintenance company, County Travel, from whom Coach Europe leased its premises. He said County Travel was still owed a substantial sum of money but all the vehicles, though impounded at the County Travel premises in Leicester, were the property of leasing companies.

● Liquidators have sold the assets of ILG tour operation Quest Leisure Group to Skibound of Brighton.

■COACH

# Moseley takes over Bruce's coachworks

BRUCE'S coachworks operation in Coatbridge - including the Scottish Van Hool parts and service franchise - has been taken over by site owners Moseley.

The premises are to be refurbished and split into two, with a new paintshop said the site's managing director Jim Tweedie. 'The site was always owned by Moseley but leased to Bruce's,' explained Mr Tweedie.

He said the depot would be providing a full range of Van Hool back-up services including 24-hour windscreen replacement.

■BUYOUT

# Management team buys Boyden car dealership

**BOYDEN Group's Vauxhall car dealership - the eleventh largest in the UK - has been bought in a £1 million deal by a management team headed by its former general manager Trevor Reeve.**

**The receivers were called into Boyden *(Coachmart,* February 14) after the car dealerships faced the joint blows of the recession and refurbishment bills.**

**Boyden's coach tours have also been bought by a former general manager, Tony Laver (*Coachmart*, March 14). Coaches owned by Boyden are being sold, including several listed for auction at ADT Belle Vue.**

## BRIEFS

**● RED Funnel ferries will be making more crossings to the Isle of Wight from next month, starting earlier and finishing later.**

**Between 4 am and 12.30 pm, Red Funnel will be running an hourly service but cutting out West Cowes to achieve it. Passenger hydrofoils will continue running to a half hourly timetable.**

● VOLVO Leyland has got BSI speed limiter certification on its B10M and Leyland Tiger chassis equipped with Econocruise. The company says it is the first to try for this approval.

**● FERRY company P&O is supplying a step-by-step guide to group bookings in its latest coach operator's manual.**

**The 1991 Group File gives full details of P&O European crossings, day trip fares, inclusive breaks, and duty free allowances. It also includes a Nord-Pas de Calaid guide. Final bonus is a free wall chart planner with a list of useful telephone numbers.**

***Get a copy of the 1991 P&O Group File by phoning 0304 223811.***

● BELGIAN coach bulder Jonckheere has tied up with Nissan Diesel to produce luxury vehicles for the Asian market.

Derby P35-bodied coaches will be produced in the Phillipines in a new Nissan factory.

**● ENTHUSIASTS will be out in force in Gateshead's MetroCentre for the Go-Ahead Northern Bus Enthusiasts' Association vintage rally on May 5.**

**The rally, centred on the coach park, will give anyone over 17 the chance to drive a training vehicle. Details of the event are from the MetroCentre.**

■RESULTS

# Plaxton profits are halved...

PLAXTON last week announced 1990 profits which were halved by a disastrous year in the bus and coach industry, hit severely by high interest rates.

Pre-tax profits were down from 1989's £8.7 million to £4.2 million, with Plaxton Coach and Bus performance falling almost £8 million - a £6.7 million profit turning to £1.2 million loss despite turnover up two percent.

Plaxton's finance company Roadlease provided some growth, with 72 percent more vehicles to its credit last year.

Despite problems early in the year, Reeve Burgess cut costs and was trading profitably again by the final quarter, says the annual report.

Plaxton's motor division produced profits 30 percent up, to £6.1 million, despite the market decline. But the company has warned that 1991's bus and coach market may be the worst on record, and that car sales are down almost 30 percent on last year.

Plaxton chairman David Matthews says the problems may not be rectified until 1992, when the company will have a broad spectrum of PSVs saleable into the European market: 'We have invested in the longer term, and it is more than disappointing therefore to report the severe deterioration of the UK coach market in the final year of our reliance upon it, and before our new product range can be made available to markets both in Britain and further afield.'

Mr Matthews said costs had been cut dramatically in 1990, with redundancies in manufacturing and the cessation of manufacturing vehicles for stock.

With the prospect of a reduction in interest rates and an improvement in the market in 1992, operators should be taking advantage in the low prices in the market now.

# ... but it celebrates city bus launch

PLAXTON last week officially launched its new city bus - christened the Verde after its 'green' Scania engine - with predictions of low initial sales but good long-term future.

At around £90,000, the 53-seat vehicle based on the Scania N113CRB chassis is a far cry from many economy-priced buses, said Plaxton Coach and Bus sales director Clive Hodgson.

'But we are looking at the long-term viability of the vehicle, with easily-replaced panels moulded in GRP, easy cleaning and maintenance and long service life,' he told Coachmart.

The bus is claimed to be the first designed around DiPTAC features, with low steps and unobstructed floor. A two-piece windscreen has a single curvature, to reduce replacement costs, and Plaxton is promising 'the highest level of service support ever offered with a single-deck bus body in Britain.'

On Scania - with whom Plaxton worked closely on development - the Verde offers a 200 bhp six-cylinder rear engine enclosed in a 'silent pack' which to keep noise levels down. The low-emission power unit combines with full air suspension to produce a smooth ride.

Plaxton predicts a slow start to sales in 1991, given market conditions, but says it can respond quickly to step up production in excess of the 50 it has planned to build.

*Verde: 53-seater is priced £90,000.*

■RESULTS

# Scania and Volvo are hit

BOTH Scania and Volvo groups were hit in 1990 by the worldwide recession, despite good PSV market shares in the much-reduced UK bus and coach market.

Volvo recorded a loss of £26.5 million before tax against 1989's profit of £640 million. Operating profits were down from £446 million to just £52.5 million, of which £6.2 million was provided by PSVs, down from £22.2 million.

The PSV figures reflected decreased volumes of sales in the UK and Scandinavia coupled with the extra cost burden of over capacity, including unused manufacturing capacity at the Leyland Bus Workington plant.

Scania reported profits down from £132.3 million before tax, to just £80 million.Turnover was down from £4,157 million to £2,688 million.

The contribution to profit from bus and truck sales was £268.7 million against 1989's £377.5 million.

■RESULTS

# Grey Green reports profits fall

COMPETITION and fuel costs cut Grey Green pre-tax profits from £550,000 to £300,000 in the year to December 1990.

During the same period, profits of fellow T Cowie group subsidiary, the coach dealer Hughes DAF, were almost halved to £1.15 million. Group pre-tax profits for the 12 months were down from £16.1 million to £11.3 million on turnover down from £550 million to £536 million. Hughes DAF managing director Bob Mcleod said: 'We've been surviving through very difficult trading and are shaping-up to the future. We've had a lot of interest in re-finance packages and are finding that's what operators are looking for.'

■LONDON TRANSPORT

# Blundred welcomes plans for LT

DOCKLANDS Minibus entrepreneur Harry Blundred has welcomed the Government's proposals to privatise London Transport.

The Devon General boss, who disbanded his own London operation, claimed deregulation had trebled passenger journeys on the home territory of his Devon General company and could do the same for the capital.

He said the announcement heralded 'the freedom to provide customers with what they want, as well as the freedom from political interference to do it.'

Secretary of State for Transport Malcolm Rifkind last week announced a package of changes including deregulation to include privatisation by 1993, and said a central agency would continue to provide co-ordination and subsidy where required.

Mr Rifkind promised research into the effects of buses on traffic and said he was considering a programme which would enhance London Buses' fleet ready for privatisation.

'Buses have the potential to make a significant contribution to meeting the ever-growing demand for public transport services in London. But to do so, they need help from the Government.

'Deregulation will require primary legislation to safeguard the future of the concessionary fares scheme for London as a whole, and to alter London Transport's statutory duties to make them more compatible with a deregulated bus industry,' he said.

Bus priority schemes would be reviewed before deregulation, he added.

■POLICY

# Liberal Democrats' transport strategy backs the bus

**PADDY Ashdown's Liberal Democrats say independent operators have a large part to play in their strategy for transport in Britain.**

**The party's federal green paper 'Vehicles for Change' proposes that all bus routes should be controlled by local authorities and franchised - in a similar way to the way London Transport currently runs its tendered contracts.**

**Operators would have access to all travel card schemes and city centre bus terminals.**

**'This system of franchising has brought much of the cost reduction and efficiency benefits of deregulation without the chaotic side effects in the rest of the country,' says the Liberal Democrats' new report.**

**Local authorities would be set broad minimum standards of vehicle accessibility, regardless of the economic climate.**

**The green paper goes on to say that funding for new transport schemes, including bus services, would come from central government, as would control.**

**Car users would be actively discouraged from entering built-up areas by road pricing and increased taxation.**

**The Liberal Democrats propose payment of National Insurance on the perceived 'perk' of company cars.**

**They promise to press old railway lines and bus lanes into use, with guided busways, park and ride, and improved interchanges without investing heavily in new roads.**

● **How did Norman Lamont's first budget hit your bottom line?**

**Coach industry leaders give their views next week.**

■BUS

# Drivers celebrate awards

MIDLAND Red drivers celebrate their safe driving awards with a welcome pint at the Manor House Hotel in Leamington Spa.

Left to right are Richard Webb with 16 years safe driving, Eddie Turvey, 15 years, Fred Bird, 17 years, Colin Williams, 17 years, Bernard Gressing, 14 years, district manager Gordon Frest and Eddie Brown with 10 years' safe driving. The highest awards were presented to Ron Ingram and Jerry Murray, both with 32 years; Mick McCarthy, 31 years; Jack Smith and Noel Tuerney with 27 years; George Brooks, 26 years; and Ray Brown with 21 years.

■COACH

# Children escape injury in crash

A FORD coach's brakes failed descending a hill with schoolchildren on board - the South East Area traffic court was told.

Deal-based Star Coaches was running an East Kent County Council contract when the coach struck a wall in Connaught Road in Dover. Although the coach sustained little damage and no-one was hurt, operator/partners Michael and Francis Barrett lost all county council contracts and had their O-licence period curtailed.

After the accident, Vehicle Inspectorate examiner Peter Campbell issued three immediate prohibitions under Section 9 of the Public Passenger Vehicles Act 1981.

Traffic commissioner Brigadier Michael Turner said he was concerned a coach should be on the road in such a deplorable state.

But he accepted in mitigation steps taken by Star Coaches to improve its inspection system.

● *Full details in Licensing & Legal next week.*

## ■BRIEFS

● **THE families of the victims of the Montego European Travel coach crash in France, which claimed the lives of 11 and injured 54, have filed a claim for £1 million compensation.**

**A coach being operated by the Leek, Staffs, firm slid down an embankment near Joigny, south of Paris last year.**

● LONDON United's plan to merge two Airbus services has been scotched in favour of a slight reduction in the A1 and A2 workings.

The upturn in air travel following the end of the Gulf War has made the drastic measure unnecessary says London United.

● **EUROLINES has arranged a new package of customer insurance deals with coach specialist Chapman Stevens.**

**Medical cover, travel delay cover, baggage insurance and other areas can now be offered on the spot at London's Victoria Coach Station.**

● ROAD traffic levels remained static in 1990 says a Department of Transport study.

This was despite a gradual reduction in the number of buses and coaches on the road since 1989.

Overall, PSV traffic was four percent down on 1989, with the last three quarters of 1990 showing a steady reduction.

*Traffic in Great Britain, Statistics Bulletin (91) 5 is available from DTp Publications Sales Unit.*

*Write to Building 1, Victoria Road, South Ruislip HA4 0NZ, or phone 081 841 3425.*

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17½% OFF

- Order any used coach from us before end of MARCH 1991
- Pay 10% deposit with order
- Pay Balance any time up to end of APRIL 1991
- Collect coach on completion of payment

17½% OFF

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- Pay 50% of list price of any used coach in stock
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- **Only 5% interest** added to instalments

50% DOWN 50% OVER 6 MONTHS

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HIRE & BUY

| STOCK REF | CHASSIS | BODY | SEATS | YEAR | MOT | (Bargains 2/3) LIST PRICE | (Bargain 1) OFFER PRICE |
|---|---|---|---|---|---|---|---|
| 9036 | Bedford | Plaxton | 53 | 1979 (T) | – | £3,800 | £3,125 |
| 0006 | AEC | Plaxton | 53 | 1977 (S) | 9'91 | £6,500 | £5,350 |
| 0007 | Bedford | Duple | 29 | 1980 (V) | 9'91 | £8,200 | £6,750 |
| 9014 | Bedford | Plaxton | 53 | 1981 (X) | 9'91 | £14,000 | £11,500 |
| 0014 | Volvo | Caetano | 51 | 1980 (V) | 1'92 | £19,000 | £15,675 |
| 9013 | Leyland | Plaxton | 53 | 1980 (W) | 8'91 | £20,600 | £17,000 |
| 9012 | Leyland | Duple | 53 | 1981 (W) | 8'91 | £20,750 | £17,125 |
| 9011 | Leyland | Plaxton | 49R | 1981 (W) | 10'91 | £21,000 | £17,320 |
| 9009 | Leyland | Plaxton | 53R | 1980 (W) | 8'91 | £22,400 | £18,500 |
| 9010 | Leyland | Plaxton | 49R | 1981 (W) | 8'91 | £22,500 | £18,550 |
| 0012 | Volvo | Duple | 53R | 1980 (V) | 12'91 | £23,400 | £19,250 |
| 9033 | Leyland | Duple | 51R | 1982 (X) | 2'91 | £27,250 | £22,500 |
| 0010 | Leyland | Plaxton | 49R | 1982 (X) | 8'91 | £27,250 | £22,500 |
| R028 | Neoplan | Jetliner | 49R | 1982 (PP) | 5'91 | £35,000 | £28,875 |
| R036 | Volvo | Jonckheere | 48R | 1983 (A) | 11'91 | £37,900 | £31,300 |
| R038 | Volvo | Jonckheere | 46R | 1983 (A) | 12'91 | £37,900 | £31,300 |
| R039 | Volvo | Jonckheere | 51R | 1983 (A) | 6'91 | £37,900 | £31,300 |
| R045 | Scania | Jonckheere | 49R | 1985 (B) | 2'92 | £49,400 | £40,750 |
| R044 | Neoplan | Jetliner | 44R | 1987 (D) | 5'91 | £54,500 | £44,950 |
| 0004 | Neoplan | Skyliner | 71R | 1982 (PP) | 4'91 | £55,000 | £45,375 |
| 0041 | Neoplan | Skyliner | 73R | 1984 (A) | 5'91 | £66,500 | £54,850 |
| 0042 | Neoplan | Skyliner | 71R | 1984 (A) | 11'91 | £66,500 | £54,850 |
| 1046 | Neoplan | Skyliner | 73R | 1984 (A) | 11'91 | £66,500 | £54,850 |
| 1050 | Volvo | Plaxton 3500 | 53R | 1987 (D) | 1'92 | £79,950 | £65,950 |
| 0022 | Neoplan | Skyliner | 77 | 1988 (E) | 12'91 | Special price | £122,000 |
| Newly Refurbished (inside and out) Skyliners | | | | | 1'92 | Special price | £77,000 |

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■COACH

# CTC looks to break two world records

**THE Coach Tourism Council is hoping to set TWO world records during a promotional day this summer.**

**As part of Leicester's celebration as the birthplace of Thomas Cook - the inventor of tourism's package deal - the CTC is inviting anyone with the name Cook on what promises to be the biggest free coach trip in history.**

**Organisers are hoping it will also be the biggest gathering of people with the same surname when it takes place in August. More than 40 coaches carrying 2,000 passengers are expected together with massive press coverage of the event.**

**'The idea should also generate publicity for all participating coach operators,' said CTC's Andy Grout. 'The only sure way of getting a town's Cook clan together is to ask the local paper to run a story inviting people with the name... and that should mean the coach company's name will also appear.'**

**The same Coaching for Pleasure Day last year in Nottingham got coverage in many local newspapers around the country, on TV and in *The Guardian,* which published a picture of the event.**

**Organisers say they will be stepping up their efforts to get network TV and national newspaper coverage this year.**

**'Obviously we need some commitment from operators,' said Andy Grout. 'They will have to be CTC members and be prepared to provide a coach free for the day. But the publicity should be the type money cannot buy.'**

**Mr Grout said the main aim of the day was to raise the profile of coaching in the eyes of the public and of the Press.**

**'We've got to tell them and show them that coaches are the safest form of travel and fun.'**

***Operators wishing to send a coachload of passengers should contact Coaching For Pleasure, The Coach Tourism Council, c/o Wentworth House, Wentworth Street, Peterborough PE1 1DS.***

■COACH

# Vernon Edwards stays as MD in Van Hool shake-up

**VAN Hool UK, formerly Wellinborough-based LAG Bus, has now announced its new board of directors.**

**In the shake-up, Vernon Edwards stays as managing director alongside three members of the Van Hool family - Jozef Alfons Van Hool, Herman Jozef Van Hool and Paul Frans Van Hool.**

**David Gilham, who formerly worked with Mr Edwards at LAG Bus, becomes company secretary.**

**'The board changes resulted from the resignations of Tony Geusens and John Cole when LAG Bus was taken over by Van Hool last year,' Mr Edwards told *Coachmart.***

**'Now Van Hool is committed to expanding its Wellingborough operation - and alongside the high specification Eos coach will be other Van Hool integrals.'**

**These will initially include the 12-metre rear-engined Alicron, the T812 Alizee 45-seater and the TD824 Astromega - as well as a wide range of used vehicles.**

**Mr Edwards did not deny that the UK market was currently tough, but added: 'It is a market to which Van Hool is committed.**

**'I welcome the opportunity to sell an expanded range of proven high-quality coaches.'**

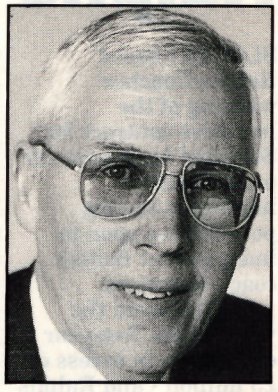
■PEOPLE

## WMT prepares for buyout

PREPARING for its management/employee buyout, West Midlands Travel has appointed three new directors.

John Adamson and Joe Duffy - both associate directors - have become operations director and finance director for the new financial year.

New engineering director is Andrew Woolner, who joins WMT from Aston Martin Lagonda.



*Andrew Woolner: new to WMT.*

## Cameron heads European drive

*Peter Cameron: leading Dennis' drive.*

PETER Cameron, the new marketing director, is to spearhead Dennis' European market push, selling both the PSV chassis and specialist fire-fighting vehicles.

Dennis is hoping for increased sales following the success of the Dart and the decision by Berkhof to body the Javelin.

## Driver Joe sets the pace

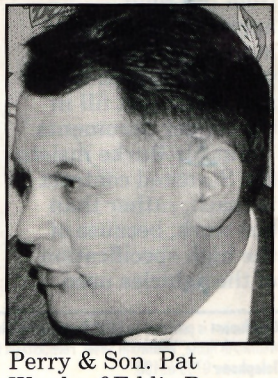
VISCOUNT bus driver Joe Somers is believed to be the first person to pass the Institute of Advanced Motorists' advanced driving test in a double decker bus.

The Peterborough-based company has just started a new reward scheme for its best drivers.

Mr Somers has been with the company for 30 years.

## Eric is named chairman again

ERIC PARKIN (right), managing director of Thornton Dale Coaches, has been re-elected chairman of the Bus and Coach Council's Humberside and North Yorkshire region for the third successive year.



Dodsworths Coaches managing director John Dodsworth stays vice-chairman, but his position is now jointly held with John Sleightholme from J S Perry & Son. Pat Woods of Eddie Brown Tours remains secretary and John Duff of Reliance Motor Services stays treasurer.

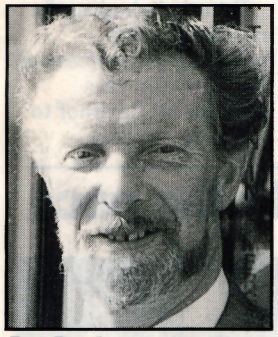
■SHUTTLES

# Ralphs picks up new airport contract

SLOUGH-based Ralphs Coaches' winning of the lucrative contract for Stansted long-term car park shuttles highlights the big possibilities open to independent British coach operators.

It is believed the value of the five-year contract is in excess of £3 million - and Ralphs won it in the face of opposition from 15 others invited to tender. Many bus companies were on the list - including Eastern National, Kent Bus and Coach, National Car Parks and London Country North West.

'We beat the bus boys,' said Ralphs' managing director Pat



*Pat Burke: contract was won because of flexible approach.*

Burke. 'And won the contract because of our flexible approach and our attitude to doing the job. It was all about getting away from the rigid approach of the ex-municipals - so we went and talked it over and didn't just fill in the tender documents.'

But Mr Burke insists the Stansted contract is coach, rather than bus work, because of the high specification of the vehicles used.

Any suggestion he was following in the footsteps of Armchair Coaches' bus tender successes with London Regional Transport were immediately dismissed: 'Between 1981 and '87 we ran a similar service at Heathrow - and we are still operating the T4 long-term car park shuttle service using three Volvo B9Ms. This is very definitely coach territory.

'So we studied the ground and came up with a tender based on both mileage and manpower,' he added. It was approached from a six-vehicle spread with a maximum peak vehicle requirement of five - and a 10 mile round-trip time of 35 minutes, giving a seven-minute headway.

Stansted Airport's onward travel manager Martyn Lloyd had things to say about Ralphs' success with the contract: 'We used to combine coaching with the car park contracts but we now find it's far better to buy a specialist coaching contract. So we let Ralphs choose the Optare Delta.' This represents an investment of £600,000. Mr Burke believes the Delta is the only vehicle in any shape or form suitable for the contract.

Ralphs was the lowest cost when combined with the service offered and an excellent frequency. Supplied to Stansted Airport's specification after consultation with Ann Fre of the DTp's disability unit, the six

*Ralphs Coaches' Optare Deltas: £600,000 investment for Stansted contract.*

Deltas have full Diptac features. Developed by Optare and Ratcliff Lifts' engineers, they feature a unique wheelchair lift to the centre door which serves as a step, track for two wheelchairs, three-tier luggage and ski racks, 29 seats and room for 42 standees.

The Deltas are operating around the clock, with the peak seven minute headway 18 hours a day. In the remaining six night hours, passengers will be able to call the buses with an intercom system at car park bus stops.

All the Deltas are fitted with two-way radios so all the Stansted office has to do is call out one of three stand-by night drivers. The maximum waiting time planned is the same as the peak headway at seven minutes.

Ralphs Coaches now runs a fleet of 38 vehicles, including 15 Volvo B10M/Plaxton 3500 touring coaches and seven Volvo B9M buses with Plaxton Derwent and Bustler bodywork. These are used on airport work along with four B9M Bustlers on hotel courtesy work at Heathrow Airport. Also on airport contracts

*Using the intercom will keep waiting time below seven minutes.*

are two Swift/Harriers and two Caetano Optimos.

The company was bought from Ralph Arigoni in 1989 and is now operated by a management team headed by chairman and financial director Rod Burling.

As well as Pat Burke, it includes Robin Bradbury, director of airport and hotel contracts, engineering director Berny Pritchard and private hire director Keith Myers.

■BUS

## Hedingham expects no planning problems

HEDINGHAM and District says it expects no problems as it seeks planning permission to site the former Kemp's of Clacton fleet at Tendring.

The Essex company said the local parish council was making some objection, but that the site's former use by HGVs and vans - together with the fact that one of its own bus routes uses the road - would ensure acceptance.

Managing director Donald MacGregor told *Coachmart:* 'All we are doing is changing lorries for buses.

'The site is screened from view of the main road. It is not causing an eyesore.'

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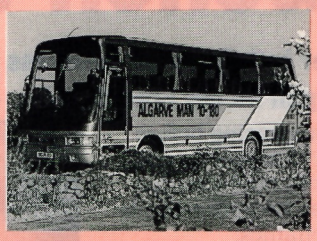

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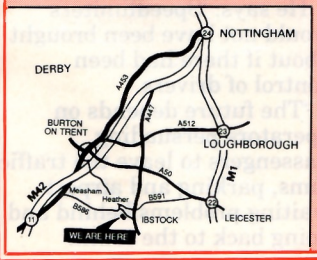
1982 DAF MB DKTL Plaxton Supreme, 48 seats & toilet, Telma. **£26,500.**

1987 Bedford YMP Plaxton Paramount 3200, 35 seats. **£37,950.**

1986 Iveco 79.14 Viana GL, 19 seats. **£16,500.**

1985 Fiat 60.10 Beja, 18 seats. **£11,500.**

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# From workbench to workbench

**Traffic commissioners have the power to bring your business to an end, but in the cold light of day they have public safety at heart. Mike Morgan meets Fred Whalley - the man with the power in the North East.**

WHEN sitting behind the bench, Fred Whalley fits the traffic commissioner mould. His stern rulings in the North Eastern area traffic courts fully reflect the emphasis he gives to public safety and professionalism in the transport industry.

However, he has an unconventional, yet highly relevant, background which gives clarity to his judgements.

Mr Whalley's solution to local bus wars echoes his distinctive and commonsense style.

In Newcastle, Sheffield and Stockton he brought the warring factions together round a table. Talking through problems was much more effective than issuing threats. 'Self-discipline is better than use of the blunt instruments available.'

**Beware... the commissioner has a list of pet hates.**

His pet hates include speeding, aggressive driving, cash-in-hand payments and PSV drivers who smoke at the wheel. He admires professional management and knows exactly how coach operators can avoid trouble - remember your statements of intent on the O-licence application, use the tacho as a management tool and know what your costs are.

To watch him take the ultimate decision - licence revocation - is a sobering experience. For the defendant it is earth-shattering, but Mr Whalley's priorities are clear. 'I must be aware of safety and if it's a choice between someone's livelihood and protection of the public, then it's straight forward.'

While other aspiring traffic commissioners were contemplating high-flying careers in the armed forces or the legal profession, Mr Whalley started as a trainee engineer at 7.30 am each day in the workshops of Bolton Corporation Transport.

Operators appearing before him should be warned - don't try to pull the wool over his eyes because he understands vehicle mechanics.

Those early days of hard work and night school were quickly rewarded. He joined the newly created British Road Services, then on to the British Motor Corporation before landing with the Department of Transport's Vehicle Inspectorate branch. Among his responsibilities was the initial certification of the original Leyland National. He claims to have initiated a change in construction and use regulations allowing PSV exhausts at the rear of vehicles.

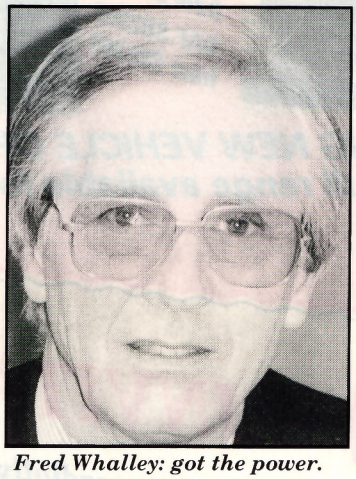
When appointed North Eastern traffic commissioner in 1985, Mr Whalley's understanding of transport law was already as strong as his mechanical expertise - it is based on hands-on experience.

He strongly recommends that operators appearing before him have legal representation, but a well briefed specialist would appear to be much better than a solicitor with an uncertain knowledge of coach operation.

Operators are expected to display levels of competence in keeping with the professionalism demanded of an industry where public safety is paramount. Taking an O-licence application lightly will prove a big mistake. 'All statements must be true.' Otherwise failure to meet statements of intent will jeopardise your right to run coaches and buses.

Poor maintenance is the most likely route to a public hearing. New operators are given up to nine months before the vehicle examiner is sent in.

Where maintenance is contracted-out, Mr Whalley likes to see facilities available to take care of day-to-day problems. Even where full workshops exist, he recommends the Freight Transport Association as an audit check on in-house fitters - particularly for the small operator. As a rule-of-thumb, safety checks should be scheduled at no more than every six weeks. However, Mr Whalley was quick to stress: 'I can't be too dogmatic. Operators should rely on the advice of the inspectorate. Safety checks on a time basis are easier to control, but there must be an additional mileage safeguard.



*Fred Whalley: got the power.*

'I must be notified of any change in maintenance, facilities, directors or vehicles.'

Not all traffic commissioners require nomination of vehicles - so why the North Eastern area? 'It's so the maintenance system can be checked. Vehicle examiners know what is operated and can keep an eye on those vehicles.' Even hires for longer than the stated maintenance period should be notified.

Discussion of adequate maintenance and statements of intent brought the commissioner round to his other hobby horse - management control.

He is unimpressed by 'seat of the pants' decision-makers. 'There's almost a total lack of control in some instances.'

Professional management should start from the time a coach is booked. 'Some operators have no idea where the party is going, never mind where any stops are wanted or where the coach is going to park.' Such lack of control leads to inevitable drivers' hours infringements.

In particular, give your drivers clear instructions when carrying football supporters to avoid a 'breach' of the voluntary code of practice. Otherwise conditions could be put on your licence.

'Bring more control and professionalism to taking on jobs and use the tacho as a management tool.'

A water-tight system could revolve around a clear job specification which gives rise to a job sheet for each job. 'Then the driver should only be paid on production of a supporting tacho disc.'

Mr Whalley is justifiably proud of the empathy he has with operators and their staff. He values close personal links established between operators vehicle examiners and his office - links which make disciplinary action less likely. He regrets the loss of most driver licensing functions to the DVLA in Swansea, particularly the medical role, but matters of competence are still within his jurisdiction.

**Future depends on getting people back on coaches.**

Nottinghamshire operators should take note that Mr Whalley's own brand of concern for safety and standards is destined to spread with the pending closure of the Nottingham traffic office - so drivers who smoke at the wheel and operators who ignore statements of the intent should beware.

Don't mistake Fred Whalley's insistence on keeping to the rules as a lack of support for the industry.

He believes that the future strength of your business is dependent on all of his 916 O-licence holders projecting professional management control.

He says: 'Speedlimiters would not have been brought about if there had been control of drivers.

'The future depends on operators persuading passengers to leave the traffic jams, parking and airport waiting problems behind and going back to the coach.'

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# Paul helps Plaxton notch-up a milestone

**THE 5000th Plaxton Paramount-bodied coach was handed over by Clive Hodgson, sales director for Plaxton Coach & Bus, to a delighted Paul Winson, proprietor of Loughborough-based Paul S Winson (Coaches).**

**Said Mr Winson: 'I ordered a new Paramount from Hughes DAF for March delivery - to get the 5000th was an unexpected bonus.'**

**Mr Winson has been in the coach business since 1983 when he took over a three-vehicle company in Loughborough.**

**This he expanded to 12 coaches which are used on a wide range of work. 'I now run my own UK and continental holiday tour programme from Loughborough and Leicester and offer an extensive range of day excursions too.**

**'I aim to provide a high quality service using high quality coaches and drivers. There is no doubt in my mind that the quality of the driver is one of the biggest contributors to the success of any coach business. It's all about people.'**

**The new Paramount is his fifth - and second to be bought new.**

**'Running used Paramount has given me experience of Plaxton quality and service and I was impressed.**

**'This year I wanted to add a low-floor coach with 53 reclining seats to the fleet and decided on a Paramount 3200 on a DAF SB chassis - I already have four DAFs.'**

*(Left to right): Margaret and Paul Winson take delivery of the 5000th Paramount and receive a commemorative silver salver from Plaxton sales director Clive Hodgson with Jim Martin of Hughes DAF looking on.*

# Star picks Mercedes

STAR CARS of Birmingham has expanded its 117-vehicle taxi operation by adding six PSV minibuses over the past four years for private hire.

Two new Mecedes-Benz vehicles selected are an ex-demonstrator 16-seater and a 24-seat 814D from North West Coach Sales of Bootle. Successful experience with a secondhand North West' conversion and Mercedes reliability supported the decision to buy.

Partner Graham Markham describes the 814 as a superb vehicle to drive, but he considers the suspension is too firm when lightly loaded and is hopeful the Mercedes comfort pack may improve ride comfort.

Conversion work by North West included a rear extension using Mercedes body panels. Consequently, there is space for 24 full-size Buckingham seats by MTB and a very large glass fibre dropwell boot.

The passenger saloon includes full-size carpet trimmed luggage racks which incorporate forced air ventilation and individual reading lights.

The minibuses require more personal attention than taxis. Said Mr Markham: 'We have to get more involved because driver's hours and maintenance needs to be watched very carefully.'

# Setra goes to Northern Ireland

THE first Setra in Northern Ireland is being run by five-coach operator Francis McGinn from Ballycastle, Antrim.

The former Capital Coaches - an immaculate '82 215HD - was picked by Mr McGinn after he had visited an ADT Belle Vue auction. He saw nothing he liked so he set-off for home aboard an express coach service. The vehicle was a Setra.

'I knew then that this was the machine I wanted,' Mr McGinn told *Coachmart*. He watched the pages of *Coachmart* until he saw the £46,000 secondhand vehicle. The 49-seater has TV, video, toilet, air conditioning and all the ususal refinements. By happy coincidence, the Captal Coaches livery is almost a match for McGinn's own.

Mr McGinn will be using the Setra to service his nine tours planned this year and to do transfers to his own newly-built 40-bed hotel, due to open this summer. 'The tour programme builds year on year,' said Mr McGinn. 'Most of the customers are from the local area, travelling to places such as Blackpool and southern Ireland. Belfast provides a number of clients.'

*The McGinns: Setra will service nine tours this year.*

You've been buying...You've been buying...You've been buying...You've been buying... .

# Grayline keeps up the Caetano connection

SATISFACTION with existing Caetano and DAF products pointed Grayline, of Bicester, firmly in the direction of a 3.35 Algarve-bodied SB 2305 when in search of a new coach.

Two Caetano-bodied MAN 10.180s were acquired last year, but the Caetano connection goes back to 1967 with the first Estoril-bodied VAL.

Brian Gray, Grayline director, told *Coachmart* that the company had a strong preference for rear-engined configuration.

He said: 'Our buying plans are simple. We want a rear engine for better luggage space, reclining seats and double glazing.'

Now is as good a time as any to buy a new coach. 'It doesn't make sense to stand still, sooner or later you have to replace vehicles.'

It's the income derived from the vehicle that matters more than brand loyalty.

Mr Gray explained: 'The only reason for being in business is to make a profit. We must remember why we exist.

'There's no point in being in business for pleasure.'

Grayline's profit comes from extended touring. Avoiding dependence on one market, there is a split between in-bound and out-going tourism and a wide customer base.

Mr Gray said: 'There's no sense in touring for the sake of touring.'

# Swift goes on a rare trip to Bangor

A 37-seat bus version of PMT Engineering's Knype-bodied Swift operated by D & G Coaches of Bangor is a rare example of this distinctive vehicle being sold to a company other than PMT's own operating division.

While a common sight in its native Potteries, the Knype will add variety to local service operation in and around Bangor.

After taking delivery, D & G owners David and Gladys Brotherton had the coach lettered D & G International. Although the 37-seater has been put to work on commercial and tendered bus routes, private hire trips to Galway at Easter and Brittany at Spring bank holiday justify International on the side.

David Brotherton was looking for a 33-seat AMI-bodied Mercedes-Benz to replace an ageing Bristol LH, but was offered the larger Leyland Swift as a cheaper alternative. He told *Coachmart:* 'I am very well pleased. The Cummins B-series engine gives it plenty of power on the hills.'

D & G is a product of deregulation in 1986, but Mr Brotherton's link with the coach industry goes back on his mother's side to Williams Coaches and Grey Motors of Bethesda.

***Photo: David Brotherton of D & G Coaches (left) takes delivery from Douglas Hems, PMT Engineering's area sales manager.***

# Whites likes Javelin

WHILE searching for a secondhand coach for its own British tours, Whites Travel, of Calver near Sheffield, found a new Duple 320-bodied Dennis Javelin met its need for the right vehicle at the right price and joins a 22-vehicle fleet.

Director John White said: 'We've had a Javelin before and we're extremely pleased in every respect. Fuel consumption is good and it's been reliable. What's more, customers like them and any driver can come and get in them without any special training.' The new coach, supplied by Yeates Bus & Coach, has 53 seats and toilet.

In addition, two Y reg former Green Line Plaxton-bodied Leyland Tigers have been purchased from Plaxton Sales for local service contracts. The equal mix of work between contracts and tours is about right, according to Mr White, with tour bookings from the north Derbyshire area already 30 percent up on last year. 'Growth has mainly been on our British tours with no noticeable dip during the Gulf War.'

***(Left to right): John White, his cousin Robert White, and John's uncle Jack White.***

# Northampton... a spotter's paradise

THE official press launch of Plaxton's city bus - baptised the Verde at a head-wetting session in Northamptonshire - was notable for a number of reasons.

A little humour was at first provided by a trip on the bus through Northampton... then through Northampton... then through Northampton.

Photographers on the bus, all looking for that 'exclusive' shot, demanded several round trips of the one-way system while they stood at the roadside getting a passenger's eye view.

This was all very well for them, but confusing to those scribes aboard who, seeing the same scenery for the third time, convinced themselves they were victims of the DTs and vowed never to grapple with the Grouse again.

It was also confusing for the shopping public of Northampton, who had fares ready and passes in hand as the vehicle pulled up at the bus stops: 'Where's this Verde place, Gladys?' you could hear pensioners mutter as they squinted at the destination blind.

Most confused was an anorak-clad bus spotter, replendent in Sellotaped glasses and dandruff, as we drew up at some traffic lights in the unique vehicle.

Pen was poised over the numbers book but he couldn't work out what to write.

For a full two minutes, we waited at the traffic lights and he stood there, rigid, with his chin drooping down to his NBC badge.

*Plaxton Verde: in demand.*

● THERE are few more welcome sights for a coach driver than the recovery truck appearing after they've enjoyed two hours' wait on a winter's night.

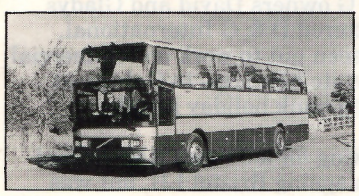
Chris Nelmes, of Finchley, was one of those out-in-all-weather rescuers until illness struck him. A blood condition led first to the amputation of a finger then to further amputations which deprived him of his left leg below the knee. Chris is just 35.

Most of us mere mortals might be demoralised by this, but not Chris. He soldiered on until it was no longer possible to work, and that's where he is now. He is unable to work because he cannot afford an automatic-gearboxed recovery vehicle.

The Road Rescue Recovery Association wants to help him get back on the road and has asked operators if they would like to chip in.

*Contact the Association on 0205 79621.*

Mealstop



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# Corporation has no right to complain

*From Henry Liebner*

SIR

I thought it a bit rich to read in *Coachmart*, February 21, that London Docklands Development Corporation believes Travelcard is underpriced.

How dare LDDC complain about the price of travelcards when so much money has been/is being spent on transport projects in Docklands. With new roads being built, new trains for the Docklands Light Railway, new extensions on that Light Railway and with the new extension of the Jubilee underground railway, money has poured into the area.

In my opinion, London's public transport has suffered because there is too much investment in the LDDC area leaving insufficient funding for the rest of the capital.

In view of the arrogance of the LDDC perhaps it maybe a good idea to make Docklands a non-Travelcard zone!

HENRY LIEBNER
WINCHMORE HILL
LONDON

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**Publishing Ltd,**
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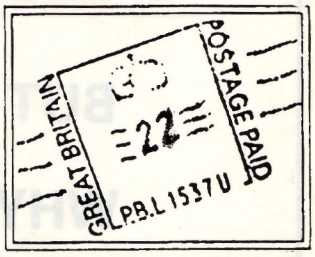


**The Editor is always pleased to receive letters for publication in Coachmart and will, if requested, publish these anonymously. But please attach your name and address for our own information.**

# Leave Customs officials alone

*From Michael Langan*

SIR

I have read with interest in recent editions of *Coachmart,* Mr Bacon's admonition of Dover Customs officials, and Mr O'Keefe's defence.

As the head of a coach pilgrimage company which over the past four years has taken many thousands of passengers to Lourdes, a large number of whom were sick, elderly or infirm, may I say emphatically that at both Dover and Ramsgate our passengers were, on all occasions, treated courteously and politely by Customs officials.

Both sick and elderly have been allowed to remain on the coach whilst an official boarded the vehicle, once our courier had confirmed that all able-bodied would vacate the coach.

All our couriers are under strict instruction not only to inform passengers of their legal duty free allowance, but also to inform them that Customs officials also have a duty to perform.

MICHAEL LANGAN
MANAGING DIRECTOR
LEISURE TIME TRAVEL
LIVERPOOL

# BBC TV programme should be re-scheduled

*From John Flanagan*

SIR

I must write to you in response to Roger Stemp's letter *(Coachmart,* March 7).

I must disagree with the contents of his opening sentence. Most of your readers probably do not watch *That's Life* as they have matured into more interesting pastimes.

The sooner *That's Life* is fitted into BBC1 between *Grange Hill* and *Neighbours* the better.

JOHN FLANAGAN
JOHN FLANAGAN MINI
COACH TRAVEL
2 REDDISH HALL
COTTAGES
BROAD LANE
GRAPPENHALL
WARRINGTON

# *Coachmart's* reputation spreads far and wide

*From H Law*

SIR

We are regular advertisers in your magazine and have always been satisfied with the response from your readership.

However, we were recently surprised to receive a telephone enquiry from Ontario, Canada.

The prospective customer had seen our advert for coach carpeting in an issue of *Coachmart* which had been sent to him.

Apparently, he wanted some coloured matting which, since he couldn't find any in Canada, meant having to import some. Naturally he called the experts in England.

The outcome of this is that we are having to change our letterhead to include 'international' but hope that the cost of this will be offset by continued business generated by your excellent and far-travelling magazine.

H LAW
COACH CARPETS
UNIT 13
EANAM WARF
BLACKBURN
LANCASHIRE

# Thanks for the help

*From Iris Williams*

SIR

As with many other businesses at this time, we are having to examine our running costs in great detail with the view in the very near future of cutting out any parts of our operation that we are running at a loss.

With the view of showing our accountant what we should be aiming at, I have shown him a copy of the costings that were worked out by *Marksman* in his On Target column. This we found very helpful, but were wondering if it would be possible to have a more detailed breakdown of the headings which he has worked his costings under.

I understand that no allowance has been made for any sort of capital expenditure and that this should be deducted from the profit column, but we were wondering where in his headings he would place depreciation etc.

Hoping you will be able yo assist us in this matter.

IRIS WILLIAMS
COMPANY SECRETARY
CLYNNOG &TREFOR
MOTOR COMPANY
TREFOR
CAERNARFON

***Ed - Marksman has reworked his costings for this year and they will be published in April. There will be a full explanation with the listings.***

# YEATES BUS & COACH

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# Advice is wanted

*From Richard Carter*

SIR

I have been an avid reader and subscriber to *Coachmart* for over 12 months now and would like to take this opportunity to record how useful the magazine has been in my quest to set up as a minicoach operator. I finally commenced trading on February 18, 1991.

However, I would like to enlist the help of other operators to answer the following queries which I have had difficulty in finding out.

1. Is there a Code of Conduct for the coaching industry?
2. Are there any standard terms of business?
3. Am I allowed to buy theatre/concert tickets and sell ticket and travel to such events?

If anyone could help in any respect I would be most grateful.

RICHARD CARTER
PROPRIETOR
ABACUS MINICOACHES
HUDDERSFIELD

***Ed - Thank you for your enquiry, Richard. I have passed your letter onto our Marksman columnist, who is preparing a questions and answers page to run from the beginning of April. This will be a regular feature in Coachmart from then on and will alternate with Marksman's popular On Target column.***

# Insurance feature a success

*From Brian Chapman*

SIR

I have just read your excellent insurance article in *Coachmart* (February 28). I am naturally most grateful for your very faithful reproduction of our discussion. At last, a journalist (Rod Davey) who listens!

I should like to arrange some reprints of the article for distribution to selected clients. Would you have any objection to this, provided that we clearly note on the reprint that the article originated in *Coachmart?*

BRIAN CHAPMAN
CHAPMAN STEVENS
CHEPPING HOUSE
TEMPLE END
HIGH WYCOME
BUCKS

***Ed - We are pleased you were impressed with the article and have arranged for the reprints you require to be forwarded to you.***

# Nostalgia Corner

**We've had a letter from a reader with fond memories of days past.**

**Adrian Leighfield, of Grove Farm, Grittenham near Chippenham, writes: *'I am an avid reader of Coachmart and am especially pleased to see the types of coaches that I grew up with in Nostalgia Corner.***

***'I wonder if perhaps readers would find my own preserved coach worthy of mention - a Bedford JZSZ10 which was surely the forerunner of today's luxury minicoaches.***

***'New to Cookes of Guildford in 1963, it passed to Rimes Coaches, Swindon in 1966 ,with whom it spent its remaining working life until withdrawn in 1984 when I purchased it.***

***'The J2 was essentially a truck chassis supplied with petrol (six cylinder Bedford 300) or diesel (four cylinder Bedford 220) engine.***

***'Hawson's converted the chassis to forward control for PSV applications.***

***'Plaxton built the beautiful Embassy body on this example which seats 16 in full luxury with four seats across the back instead of five. Most J2s were 20 seaters.***

***'The body is a scaled down version of the larger Embassys on VAS and SB chassis, although the rear window arrangement was that of the earlier Venturer or Consort.***

***'Performance was (and still is) very good. Although the diesel version is probably a little noisy for today's discerning passengers.***

***'I believe this to be the cutest coach of all time and a tribute to British Craftsmanship by Bedford and Plaxton.'***

**Photograph by Dave Gladwin**


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# How to bring in cost conscious pricing

TO cut prices blindly is like being blindfolded to walk the plank: you don't know when your end will finally come, but are painfully aware that it cannot be too far away.

It is, however, possible to do some controlled trimming of prices by either cutting costs, or by increasing the amount of sales done with the same fixed costs. Or, better still, by doing both, which is what I have done.

Although my fears about fuel prices have been proved wrong and the end of the Gulf War will enhance prospects for those operators dependant on incoming tourists, and even taking into account my optimistic view of opportunities presented for selling bargain hotel deals to cash-flush over-50s which I recently expounded, it still looks like a tough year for making the sort of profits which I need to effect a sensible fleet update policy.

**A 'no holds barred' exercise was carried out to see how costs could be cut.**

Over the previous year I have, as you may well have sensed from this page each week, been putting a lot more effort into selling.

This has shown rewards, as the average mileage per coach has increased by four percent and the revenue per vehicle is 13.5 percent above the previous years.

If 10 percent of that is inflation, it still leaves 3.5 percent 'in real terms', as economists say, above inflation.

In language probably too simple for economists to understand, the effect is that the true increase wholly pays the cost of fleet insurance and thus makes a very significant drop in the cost per mile or per hour of the fixed cost part of outgoings.

To complement that, I have for the past few months been taking a highly critical look at every facet of Marksman Coaches' functions to see where other costs might be saved. It was a 'no holds barred' exercise totally devoid of sentiment or a desire to maintain traditions and customs.

Everything was examined with but one thought in mind - how can costs be reduced and thus extra profits generated?

The largest cost item in my budget is, of course, wages. Happily, I do not have the problem of directors who draw remuneration but contribute little, nor old 'retainers' who have long passed their 'work by date'.

If I had, their futures would not have looked too good. But, what I did have was drivers cleaning vehicles at the end of the working day. A crude bit of time and motion study showed that, although the wage rate of a night cleaner is comparable to a driver's, the latter did not work as fast, or as efficiently, as a dedicated cleaner.

What this exercise also showed was that, although I am red hot on cash fiddling offences, there was a creative element in wage claims.

An unrecognised paid break of about 15 minutes took place between stopping driving and starting cleaning (cost: about £8 per man per week) and in that time many of them phoned home to schedule supper time.

A night cleaner, better checking of wage claims and the installation of a payphone have effected worthwhile savings and, incidentally, not given rise to any complaints or ill feeling. I will, though, have to do a good selling job on them regarding wages.

I have reached agreement with my tax office to lawfully pay without tax deduction some of the allowances they already enjoy. This will help cushion the fact that a 7.5 percent pay rise is all I am prepared to give this year.

Inflation is falling, they are under no illusions that we have to price keenly to compete and survive as employers and, in my area at least, there is now no shortage of drivers. Although

*Cleaning: savings can be made.*

my cost will only rise by 7.5 percent the effect of the tax allowances will make their gross pay increase pretty near to current RPI.

Work levels have increased, but the administration staff costs have been contained by simple technology.

We used to spend far too much time counting money. Now, cashless wages, credit-card phone and counter sales for E & T bookings and a coin sorting and counting machine for fare box revenue have, together, saved considerable staff time.

Although I have used word processors for some years I had not, until my cost cutting audit, really exploited their full capability.

Too much office time has, in the past, been spent dictating or writing letters, which when critically examined, were found to contain substantially the same message.

A disc with about 20 standard letters, which can be personalised by the insertion of appropriate details, now deals with more than 90 percent of the letter output.

Even in my small business, that saves about 10 man hours a week - say £4,000 a year.

Using a fax instead of making a phone call and installing a Mercury phone line have also reduced telephone bills and a few moments checking around on the price of office supplies has also been worthwhile.

The price difference between suppliers of the things I buy most of - copier paper and envelopes - is quite surprising.

I have not been able to make any economies on the engineering staff - especially with the present increase in mileage, not to mention the fact that my plan is that the keener prices made possible by this cost saving exercise will push mileage even higher. But a critical look at stock control has resulted in slightly lower stocking costs.

It was not many years ago that I increased the period between engine oil changes from 3,000 miles to 5,000 miles (8,000 km).

Some fleet engineers now change filters frequently and the oil never. I would not quite venture that far, but have increased my change period to about 9,000 miles (15,000 km) with no apparent problems, but quite a useful saving on the lubricant bill.

For some years I have had some vehicles fitted with Murphy Switch Gauges which, after a period of warning signal, stop the engine if the coolant temperature rises above, or

**Checking round on the cost of office supplies can be worthwhile.**

the oil pressure falls below, pre-set levels (you can re-start the engine to manoeuvre the vehicle to a safe position, but the engine will only run for about 30 seconds). I had concluded that their cost of about £150 per vehicle was money well spent on saving engines from premature destruction when a pipe or hose fractured.

As part of my cost saving audit I fitted them to all vehicles and this, combined with the other engineering cost saving tactics, has resulted in an average spares and repairs cost per mile which is not just contained - it is actually falling.

***Next week I will share a few more of my ideas with you before getting on to producing actual pricing tables.***

# THE TEST IS ON AGAIN

**It's the start of *Coachmart's* third six-month maintenance survey. Mike Morgan launches the new series with a review of the first month's performance of our operators' six vehicles.**

IN keeping with the successful formula of the first two series of Maintenance Diary, the mix of vehicles is varied and different.

This time, two strongly contrasting vehicles maintain the Scottish interest established by the long-distance Volvo of Bruce of Airdrie in the last survey.

Gold Circle Coaches Ltd is challenging the Volvo's record-breaking performance with its 1989 Duple 425 - also running on Anglo-Scottish express service for Scottish Citylink

Our second operator north of the border is Essbee Minibus Hire with a 25-seat Mercedes-Benz 609D - our first minibus.

The Essbee name comes from the initials of partners Samual Smith and son Brian - S and B. Business has snowballed for the four-year-old small vehicle specialist which now has a fleet of 14 vehicles for executive private hire.

A Volvo B10M has been included for the third time to reflect its prominence in the market place.

At first it was Kimes of Folkingham with a standard 53-seat Plaxton Paramount used on local service and private hire, then came Bruce's tri-axle.

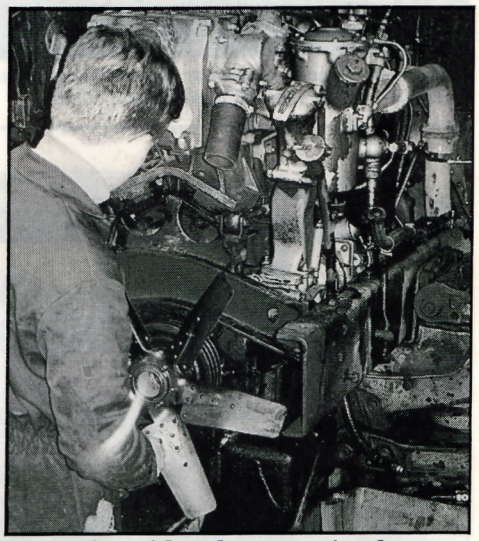
Interesting contrasts with these two coaches are promised by Midland United's distinctive Jonckheere executive coach which illustrates the spectrum of coach work demanded of the B10M.

Two other full-size coaches joining the survey have previously escaped the net.

Owner-driver Richard Heslop runs one of the first production DSB Dubravas, and Glyn Williams of Gwent operates an ever-popular Bova Europa.

Low levels of work for both coaches reflect the depressed state of the private hire business during February. Mr Heslop said: 'The Gulf War has made things really grim in London.'

The mileage on the Welsh Europa is down to 100 miles per week. Meanwhile, the combined Glyn Williams Travel/Cross Keys



operation rides the recession by concentrating on local service work and buying new operating premises from HML Motors.

Completing the full-set is our second Welsh operator with the first 9.8 metre Dennis Dart introduced by Padarn Bus to local service work on Anglesey.

It replaced a Leyland National and its comparative performance will be keenly watched.

## Month One - February 1991

### ESSBEE'S 609D - Specification

Chassis - Mercedes-Benz 609D
Engine - Mercedes-Benz OM 364 four-cylinder
Gearbox - G3 five-speed synchromesh
Body - Made-to-Measure - 25 seats
Date first registered - October 1990

### Maintenance Report

Mileage this month - 4,959 miles
Type of work - private hire and works contracts
Fuel used this month - 301.8 gallons
Fuel consumption this month - 16.43 mpg
Engine oil used this month - 2 pints
Tyre maintenance this month - nearside rear outer tyre side wall damaged (driver fault). New tyre fitted.
Problems rectified this month - rear anti-roll bar mounting bolts replaced. New nearside rear tail light lens fitted (driver fault).
Comments - complaints received from passengers regarding saloon heating at the rear (one additional heater already fitted).
Managing director Brian Smith said: 'This is a common fault with my 609D buses.'

### GOLD CIRCLE'S 425 - Specification

Vehicle - Duple 425 integral
Engine - Cummins L10
Gearbox - ZF seven speed
Body - 51 recliners, toilet, TV and double glazed
Date first registered - September 1989

### Maintenance Report

Mileage this month - 12,642 miles
Type of work - Citylink service 947 - Glasgow to Gatwick
Fuel used this month - 1,136 gallons
Fuel consumption this month - 11.12 mpg
Engine oil used this month - six litres
Tyre maintenance this month - rear tyre returned to manufacturer
Problems rectified this month - first clutch assembly fitted after 261,486 miles
Comments - three inspections as normal. One inspection and ▶

### The Vehicles

| Chassis | Body | Operator | Location |
|---|---|---|---|
| Mercedes 609D | Made-to-Measure | Essbee Mini-bus | Glasgow |
| Duple | 425 | Gold Circle Coaches | Airdrie |
| DSB | Dubrava | C R Heslop | London |
| Volvo B10M MkIII | Jonckheere | Midland United | Birmingham |
| Dennis Dart | Carlyle | Padarn Bus | Llanberis |
| Bova | Europa | Glyn Williams | Crosskeys |

◀ full service included oil and filter change. The 425 operated the night service down and then back to Glasgow the next night. When the summer timetable required a day and night double shift, fuel consumption was up to 14 mpg.

**HESLOP'S DUBRAVA - Specification**

Vehicle - DSB Dubrava 3200
Engine - Mercedes Benz OM 422 280 bhp
Gearbox - PPT built ZF S6.80
Body - 53 seats
Date first registered - March 1989

**Maintenance Report**

Facing the grim reality of a depressed London private hire market, owner-driver Richard Heslop left his Dubrava behind and spent most of February in Boston, USA.
He worked on contract to Omnibus Promotions helping to rectify maintenance problems on its fleet of Bristol FLFs.

**MIDLAND UNITED'S VOLVO -**

**Specification**

Chassis - Volvo B10M GL Mk III
Engine - Volvo THD101GD 273 bhp
Gearbox - ZF S6.90
Body - Jonckheere Deauville Mk III, 51 seats plus toilet
Date first registered - March 1990

**Maintenance Report**

Mileage this month - 3,698 miles
Type of work - private hire and tours
Fuel used this month - 372 gallons
Fuel consumption this month - 9.94 mpg
Engine oil used this month - nil
Tyre maintenance this month - nil
Problems rectified this month - both front brake drums and brake linings replaced (this the second replacement of drums and third lining replacement in 82,000 miles).
Exhaust heat shield fitted - not covered by warranty because one was not fitted from new.
New £80 drinks machine pump motor required due to frost damage suffered while on Jonckheere factory visit *(Coachmart,* February 14, 1990).
MOT test, inspection and short service carried-out.
Comments - Paintwork problems (bubbling on locker tops and cracking on rubber strip) are being investigated by Jonckheere.
Director Stuart Cleaver said: 'Due to front braking problems, the vehicle was inspected and tested by Volvo. I am replacing linings every 30,000 km, not through wear, but because they are glazing-up and the drums have cracked-up three times.'

*Gold Line Circle Coaches (above) and Essbee Minibus Hire ( below): maintaining the Scottish interest in Maintenance Diary.*

**PADARN'S DART - Specification**

Chassis - 9.8 metre Dennis Dart
Engine - Cummins 6BT 5.9 litre
Gearbox - Allison four-speed automatic
Body - Carlyle Dartline
Date first registered - January 1991

**Maintenance Report**

Mileage this month - 7,473
Type of work - local service
Fuel used this month - 795 gallons
Fuel consumption this month - 9.4 mpg
Engine oil used this month - two litres
Tyre maintenance this month - nil
Problems rectified - light switch to power door and rear emergency exit buzzer switch both needed repositioning.
New speedo head fitted (Padarn was told that water incress had caused damage while the chassis stood outside prior to bodying).

**WILLIAMS' BOVA - Specification**

Vehicle - BOVA Europa
Engine - DAF 8.27 litre
Gearbox - ZF six-speed
Body - 53 seats
Date first registered - August 1981

**Maintenance Report**

Mileage this month - 2,800 miles
Fuel used this month - 233 gallons
Average fuel consumption - 12 mpg
Engine oil used this month - two gallons
Problems rectified this month - new engine side plate gasket cured engine oil leak. Offside rear oil seal replaced. New exhaust and flexi fitted. Fuel filters replaced at service.

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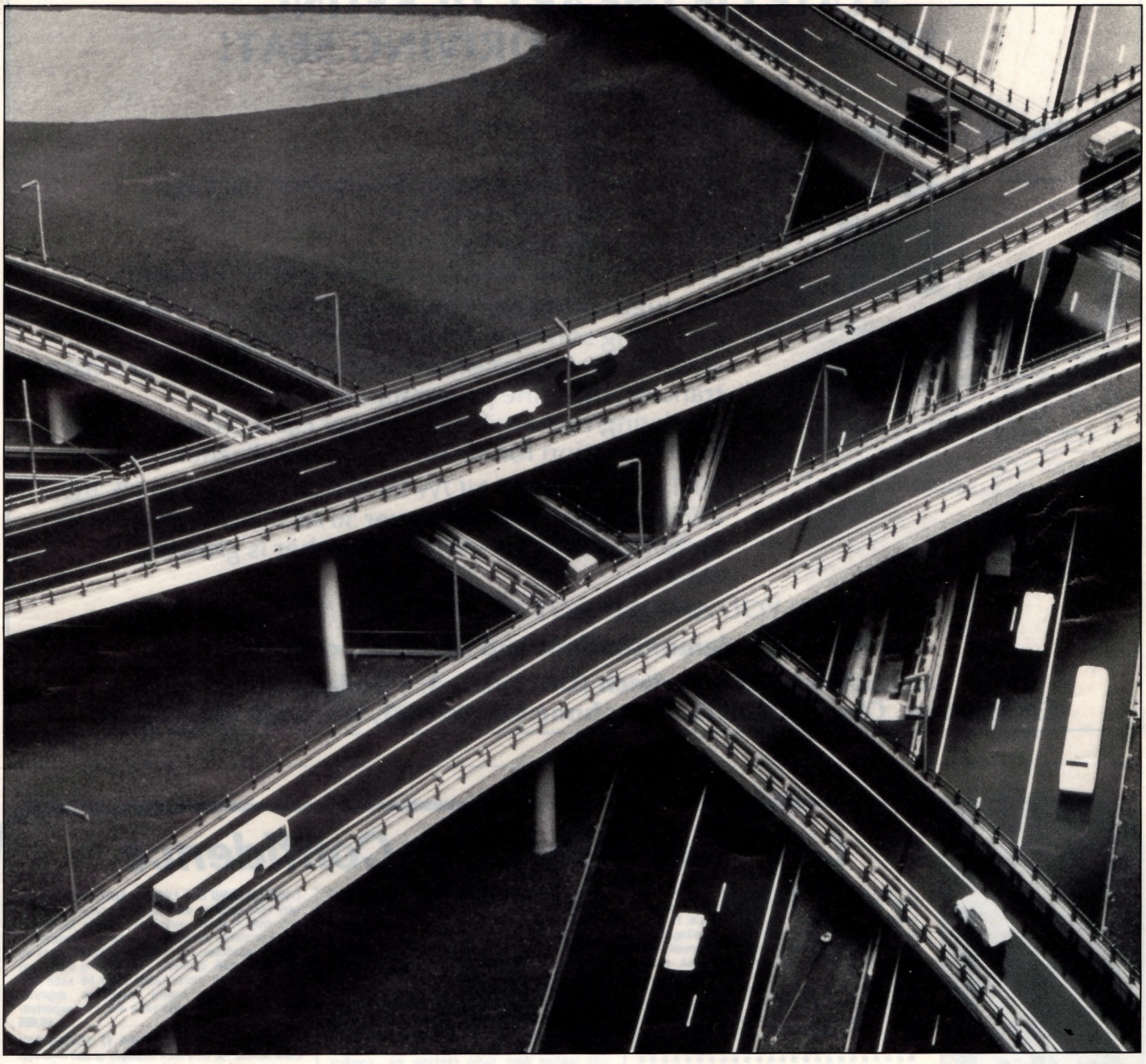

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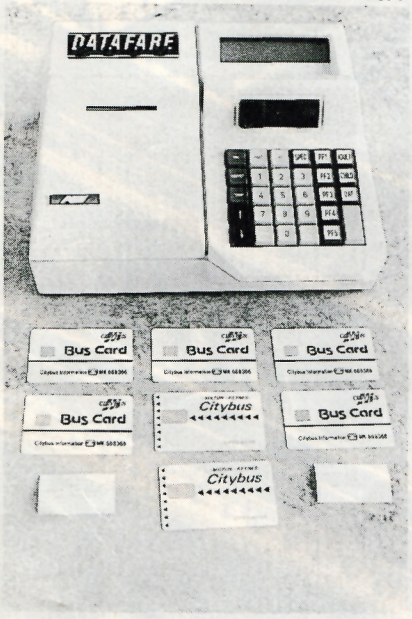


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# DUNN-LINE CAN'T STOP GROWING

**A 1,700 percent increase in turnover in the first six years is spectacular at any time. But with the best performance recorded in 1990 and bookings for this year up 30 percent, the growth of Dunn-Line is remarkable. Mike Morgan reports.**

WHEN Bob Dunn and his wife Carol bought Netherfield coaches of Nottingham at the end of 1984, the business ran ten coaches struggling to earn £10,000 each.

Dramatically reshaped as Dunn-Line, the company came to terms with deregulated opportunities, and gradually penetrated the coach holiday market. Turnover now approaches £2 million.

Managing director Bob Dunn quickly realised the potential afforded by coach holidays. He offered 20 departures from Nottingham in the first year, but only one went.

Undaunted, he pressed forward with new programmes. However, it took five years to build up sufficient goodwill with clients to make it worthwhile. The breakthrough came for the '89 season.

Said Mr Dunn: 'I sat down and thought about it in one of the few moments I had.' The solution? Dunn-Line bought Jaytours of Alfreton at the end of the '88 season. This provided five vehicles and a specialised holiday programme to Warners and Pontins holiday centres - the only company in the Nottingham area doing it.

Suddenly Dunn-Line had a launch pad. Not that things fell into place straight-away. A dedicated fleet was outstationed for Jaytours work, but this did not work. 'It was not supervised properly.'

**It took five years to build up sufficient goodwill with clients to make the coach holidays worthwhile.**

Consequently, the fleet was contracted and all operations based at a new depot in Cinderhill.

Contraction seemed at odds with a business clearly going places. However, the plan was more fundamental and far reaching. 'I started looking at the fleet of mainly old Leylands and Volvos. The conclusion was that I thought it better to contract to 20 with better utilisation of better vehicles.'

*Dunn-Line: the coach holiday business accounts for one third of income.*

Seven new coaches replaced Leyland Leopards on coach work and the rates went up accordingly. 'We decided to charge a better price and do a better selling job.'

Turnover continued its upward path despite running five fewer coaches. The 1989 season broke the £1 million barrier for the first time. Jaytours had helped, particularly now that it had the right vehicles to do the job.

Continental destinations still struggled because it was difficult to compete on price, but the number of British departures showed that Dunn-Line had made it.

A spin-off from the holiday success was a holiday reunion. Five coachloads of clients were treated to a weekend at Warners' Hayling Island centre. Although motivated by gratitude for a good year, this good idea had a positive commercial benefit - it sold 1990's programme.

*Bob Dunn: a diversity of business interests.*

The new brochure included Daish's Hotel on the Isle of Wight for the first time. David Wilson of Daish's offered Dunn-Line a 42 week/2,000 seat programme.

Said Mr Dunn: 'Amazingly every tour operated and 35 out to the 42 were full.' ▶

◀ At short notice, the Fistral Bay Hotel in Newquay presented 17 departures. Having the newly-acquired former Trent travel shop on Nottingham's Clifton Estate helped sell these trips.

Dunn-Line's reputation for good coaches with regular drivers was paying dividends.

Nearly 80 out of Dunn-Line's own 1990 tours ran, carrying 6,000 passengers - a far cry from the struggle of five years earlier.

By mid-season the fleet was running at full stretch. Five new coaches were added to take the strain of the holiday work while giving spare capacity for WayAhead pop concert work. Altogether, the best ever year. Turnover for 1990 being £1.7 million.

Mr Dunn could not pin-down the main reason for the success. 'It's down to better rates and quality of service. In fact, it's due to everything really. What's more bookings for '91 are 30 percent up.'

The contribution made by the coach holiday business is a tribute to Mr Dunn's foresight and determination.

**Turnover for 1990 was £1.7 million and holiday bookings for 1991 are up by 30 percent.**

However, it is not Dunn-Line's sole interest. Two-thirds of its income comes from other sources like private hire, contracts and bus services.

Indeed the diversity of business interests seems unlikely to settle-down.

The 1989 change in vehicle policy had a knock-on effect in the workshops. Garage staff were now surplus to requirements. 'I didn't want to let anybody go so we took-in outside maintenance.'

At the same time the driving school run by Marshall's of Nottingham was taken-on. Four vehicles and three staff offer PCV and HGV training under the watchful eye of Malcolm Gillott.

This facility is available on the open market as well as being used by Dunn-Line to assess new coach drivers and retrain any staff with problems.

'Needing six trainees per week to make it profitable, it's not a huge money spinner, but very useful.'

The April change in driver licensing regulations should provide extra work for the two instructors. However, there are few signs of drivers of non-PSVs who come within the scope of the new Passenger Carrying Vehicle legislation stepping forward.

A second major area of growth for Dunn-Line was prompted by bus de-regulation. Bob Dunn's bus background started at the age of 18 when he worked as a fitter for Midland General.

In those days conductors were the norm on local services, so Bob earned valuable experience and overtime by going on the road in the evenings.

Like all aspiring bus-men he took his

*Driver School: offers PCV and HGV training.*

PSV as soon as the opportunity presented itself and his career progressed to the position of garage foreman at Trents Matlock depot.

He said: 'That was certainly an experience. You're out on your own and the first encounter is with two big union men.'

From Matlock he moved to Skills of Nottingham before a brief period in Kenya. Life in Africa did not come up to expectations, so it was back to Skills, then Carlton PSV, then Skills again.

Although lacking traffic experience, the engineering background with a range of operators resulted in an inevitable quest for a business which Bob and his wife Carole could run on their own.

Netherfield was the opportunity. A second mortgage and Nat West support were required, but six years later the Dunn-Line empire offers security for Bob and Carole's three sons (the oldest is now fully employed in the workshops).

Under the new Dunn-Line image, the former Netherfield private hire business expanded. A two-year-old Bova Futura was bought in 1985 to get the company noticed. 'This worked a treat.'

Deregulation was approached with extreme care. After picking up a few contracts, including the Nottingham City Nipper, it became clear that contracts improved fleet utilisation.

Back in '86, Nottingham County Council questioned maintenance facilities and financial details. 'Nowadays they don't seem to bother.'

Fuelled by the benefits of local service work, Dunn-Line started commercial operation on Bob Dunn's old hunting ground between Ripley and Nottingham.

Tendered operation is only picked-up on Dunn-Line's terms. 'When I pick things up, its worth something.' Nevertheless, bits of commercial operation are constantly being sought, because the goodwill and promotion with a friendly reliable bus service supports the coach operation.

'People like it - they don't only go shopping but they go on your holidays as well.'

A spread between types of PSV operation and other types of work protects Dunn-Line from market changes.

But the different uses require different vehicles and different drivers. When it comes to vehicle purchase Bob Dunn decides on the type of vehicle, then it is down to the deal - there are no vehicle loyalties.

Future diversification is not ruled out.

**A spread between types of PSV operation and other work protects Dunn-Line from market changes.**

Wheelchair accessible vehicles are a possibility. A small fleet of non-PSV Ford Transits is run on contracted welfare work. One test Leyland Leopard was equipped with side lift at minimum cost and the company gets a lot of work for it. Bob Dunn admits that the company has got to the stage where it has to decide whether or not it wants to do this type of work properly.

A look round the ever changing scene in Cinderhill yard quickly confirms that Bob Dunn and his team have always something to do.

If coaching fails to be lucrative, then there is always a role for his 1951 Rolls Royce or the growing collection of American cars.

*Dunn-Line Travel Centre: based at the new Cinderhill depot.*

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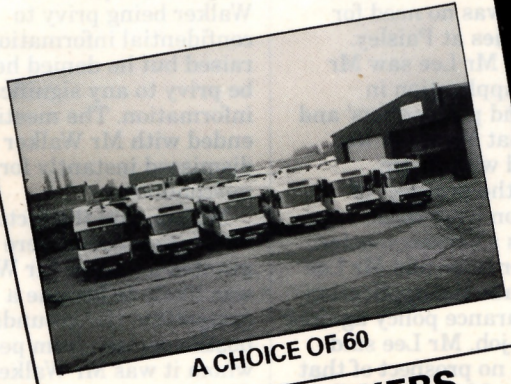

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Weekly report on law and the coach operator by Michael Jewell

## LEGAL NEWS

● TYRE and exhaust fitting causes a large number of injuries every year, some of them extremely serious.

The Health and Safety Executive is hoping to reduce the toll with a simple booklet explaining the hazards and how they can be prevented... though with the emphasis on High Street quick-fitting centres.

'But it is suitable for all premises, from small workshops to multi-branch national tyre-fitting operations,' says an HSE spokesman.

Particular hazards concerning the HSE relate to over-inflation or tyre faults causing them to burst, wheels being rolled down slopes - particularly dangerous with PSVs - vehicles falling off lifts and contact with hazardous substances.

*Health and Safety in Tyre and Exhaust Fitting Premises (HS(G)62, ISBN 0 11 885594 8) is priced £3.50 and is available from HMSO and booksellers.*

● FROM April 1, the new PSV test fees will apply, though the Vehicle Inspectorate says the increases are below the rate of inflation.

Annual roadworthiness test fees for a PSV of 12 seats or fewer from £26.50 to £28.30, and for 13-seaters and above from £38 to £40.60.

The retest fee goes up from £13.25 to £14.20 for a 12-seater, and from £18.75 to £20 for 13-plus seaters.

Duplicate certificates will cost £8.80 instead of £8.25.

Saturday supplements have also increased.

For a Class VI for 12 or more passengers, the first or annual test will cost an additional £26 (previously £24.50), a retest fee will be an extra £13 (£12.25), and for all other vehicles in Class VI, the annual or first test on a Saturday adds £19.10 (18), and retest £9.50 (£9).

There are extensive price revisions for COIF and TEMPO fees.

*Details of all changes can be obtained from local testing stations.*

# Western Scottish acted unfairly over dismissal

WESTERN Scottish Omnibuses Ltd has been held to have acted unfairly for dismissing an inspector because he made an application for a PSV operator's licence.

A Glasgow public inquiry was adjourned for the parties to try and agree the amount of compensation to go to John Walker, of Barrs Cottage, 82 Inverkipp Road, Greenock.

The tribunal heard that after being unsettled by redundancies at the company's Greenock depot, Mr Walker was moved to the Paisley depot in February 1990. It was rumoured he intended setting up a bus company of his own and he told James Lee, Western's operations director, there was no truth in them.

But in April, Mr Walker lodged an application for a licence with the traffic commissioner. A friend, a Mr Kean of Argyle Coaches, agreed to have his name put forward as the person who would manage the operation and maintain the vehicles if the licence was granted. About a fortnight later, Mr Walker asked if he could be made redundant but he was told there was no need for redundancies at Paisley.

In June, Mr Lee saw Mr Walker's application in 'notices and proceedings' and noticed that Mr Kean was associated with it. He regarded the prospect of competition from those sources as a serious matter. Mr Walker later told Mr Lee he had made the application as an insurance policy against losing his job. Mr Lee said there was no prospect of that happening. Mr Walker offered Mr Lee a written guarantee that if granted a licence he would not put it into operation unless and until he lost his job. Mr Lee was not prepared to accept that assurance and asked Mr Walker to withdraw the application. Mr Walker

*Western Scottish: told to agree compensation terms with dismissed inspector.*

refused and was suspended on pay until June 21.

In the intervening period, Mr Lee made enquiries at the Greenock and Paisley depots. He discovered platform staff were unhappy at the possible competition which might affect their job security. On June 21, Mr Walker again refused to withdraw his application and Mr Lee refused to accept a guarantee that the licence would not be

**Tribunal did not regard Mr Walker as being under any duty to disclose his licence application.**

taken up until Mr Walker lost his job. The question of Mr Walker being privy to confidential information was raised but he denied he would be privy to any significant information. The meeting ended with Mr Walker being dismissed instantly for gross misconduct.

Mr Lee said the factors he took into account were that if granted a licence Mr Walker was likely to become a competitor, the groundswell of hostile opinion from people whom it was Mr Walker's duty to supervise and that Mr Walker was in a position of trust and had access to potentially sensitive information like changes in services and other matters likely to have an effect upon the market.

Mr Walker was told of his rights of appeal and two unsuccessful appeals took place.

The tribunal said Mr Walker was duly granted a licence in July and he gained approval to operate routes in the Paisley area. In mid-September he started in business as a bus operator with two Mercedes minibuses.

A year or two previously, two drivers at the Largs depot had been dismissed for the same type of offence and that was well known to the company's employees, including Mr Walker. It appeared however, that they had taken their application further before being dismissed as they set up a rival service as soon as they were dismissed.

The Employment Appeal Tribunal said mere intention to set up in business in competition was not conduct sufficiently grave to warrant dismissal. It was only trade secrets and other confidential information that the employee was not entitled to use or disclose.

There was no evidence of any piece of confidential information to which Mr Walker was privy, and which the company apprehended could be used against its own interests. The tribunal did not regard Mr Walker as being under any duty to have disclosed his application to the company. In view of the principles laid down about a person's freedom to set up in competition with his employer, it regarded Mr Walker's offer to guarantee not to operate unless and until he lost his job as a reasonable one.

It did not accept that the groundswell of opinion among the workforce was a valid reason justifying the demand that the application be withdrawn.

And the tribunal was unable to identify any conduct by Walker which it could categorise as culpable or blameworthy and amounting to a contributory fault justifying a reduction in the amount of compensation.

Weekly report on law and the coach operator by Michael Jewell

# Amberley Travel may face finance probe

AMBERLEY Travel Ltd, of Pudsey, has had its vehicle authorisation cut to four by North Eastern traffic commissioner Frederick Whalley.

He also adjourned the application to renew its licence in respect of 10 vehicles because he wants to consider having its finances probed by a financial assessor appointed by the DoT.

In September 1989, a licence held by Amberley Coaches (Yorkshire) Ltd was revoked after it had been struck off the companies' register. A new company, Amberley Travel Ltd, was granted a licence authorising the operation of seven vehicles for one year only.

However, Mr Whalley prohibited it from operating any local services as he was not fully satisfied about the maintenance arrangements. That ban was lifted in November 1989.

DTp vehicle examiner John Saker told a Leeds public inquiry that he had inspected nine Amberley vehicles in December, issuing three immediate prohibitions, one delayed prohibition and seven defect notices. Since the 1989 public inquiry, inspections had been carried out by the Freight Transport Association. The roof of the workshop at Amberley's premises had now been raised to accommodate double deckers and the inspection pit lengthened and widened.

Maintenance investigations and spot checks following a complaint from a passenger resulted in the issue of five prohibitions and 12 defect notices. Two vehicles had failed their annual test for large numbers of defects.

Mr Saker said there had been a considerable improvement since the last public inquiry, but the prohibitions gave rise to doubts about the adequacy of the facilities.

Barry Walker, managing director and chairman, said Amberley Coaches had been struck off because of its accountants' delay in finalising accounts. That company was subsequently reinstated to the register. Amberley Travel had a gross trading profit of £49,270 and there were no problems whatsoever with finance and capital investment.

After Mr Whalley said on the accounts produced, the profitability of the company was not very good and was worse than the previous year, Mr Walker said they had invested all the money back into the company in acquiring newer vehicles and capital expenditure on the premises.

Mr Whalley said on paper there were no liquid funds at all to pay any bills.

Mr Walker said the asset base had gone up something like £60,000. The overdraft limit had not been enforced and was currently under review upwards. If necessary, the directors would inject additional capital. The bank had never threatened to withdraw facilities. It had never had a creditor's debt claim against it.

Mr Whalley said three immediate prohibitions out of nine vehicles inspected was a very high percentage, and something was badly wrong. The public were being put seriously at risk less than 12 months after he had been assured that previous problems had been put right.

Mr David Reston for the company, said there was no evidence that the company was in a perilous state. It had made considerable capital investment out of its current account over the last year. It had paid its way completely and made a small profit. There was nothing wrong in a business borrowing capital.

Mr Whalley said he had made it perfectly clear on the last occasion that improvements were necessary. A lack of aptitude, skill or will had resulted in dangerous vehicles being operated despite what happened 12 months ago. It was unacceptable such a situation had been allowed to develop again so soon. He felt a lot of the company's problems stemmed from the intensity of the usage of very old vehicles. If it continued to operate that kind of vehicle, it would have to do so in smaller numbers until it could prove it could operate them successfully.

A fresh set of maintenance proposals had been made since the renewal application was lodged. They needed to be put to the test. He had to be satisfied about the financial standing and he wanted to possibly have an assessor appointed to consider the financial aspects in detail.

# Cosham Coaches has licence curtailed

A SERIES of vehicle prohibitions has led to the curtailment of Portsmouth-based Cosham Coaches' O-licence and a cut in its vehicle operating discs from four to three.

At a public inquiry in Eastbourne, the court heard from vehicle examiner Roger Britton. He had issued three immediate prohibitions and one delayed under Section 9 of the Public Passenger Vehicles Act 1981.

Proprietor Michael Harty received an immediate prohibition on a Bristol with a rear brake actuator disconnected and a separation between the rear window and body. Although an AEC was found to be serviceable, a Leyland National received a prohibition for an air leak on the off-side brake chamber and a faulty floor trap.

A Bedford coach received a prohibition for excessive oil contamination of Telma and wiring, a braking system non-return valve was not working, there was excessive lift of the prop shaft output flange and a power steering leak. When presented for clearance, it was refused and varied by the examiner who found the power steering anchor ram fractured, and refused when re-presented for poor brake performance and damaged tyre breaker cords.

A delayed effect prohibition was issued on a Leyland Tiger for a fluid leak on a power steering union ram and an oil leak on the gearbox output flange.

Mr Britton said the final fleet inspection was satisfactory, but defects had not been recorded as Cosham employed a system of verbal reporting from drivers. Maintenance was carried out at R&R Motor Engineers and High Class Engineering. HCE had moved to premises without pit facilities and was inadequate for PSV maintenance.

Mr Harty said if anything needed fixing or replacing it was done. He admitted the onus for adequate maintenance fell on him, but he had paid good money for maintenance which had evidently not been carried out properly. Accepting Mr Harty was in the hands of his repairers, Brigadier Turner said standards were set to protect the public.

## Steve Stockdale has new licence granted

**SELBY-based Validford Ltd - trading as Steve Stockdale Coaches - has been granted a new licence authorising the operation of five vehicles, following the revocation of its previous licence.**

**The six-vehicle licence previously held by the company had been revoked by North Eastern traffic commissioner Frederick Whalley because of continuing maintenance problems (*Coachmart*, March 14).**

**Stockdale's subsequent application for a fresh licence was granted in respect of five vehicles after the commissioner found new maintenance to be acceptable.**

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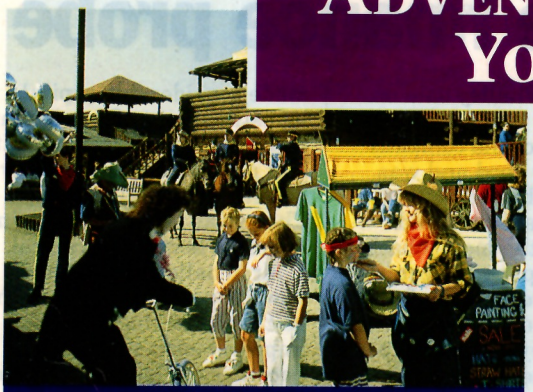

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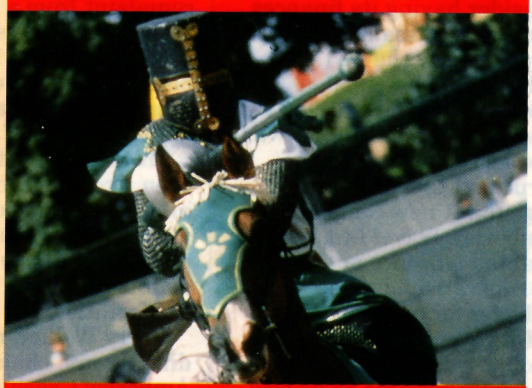

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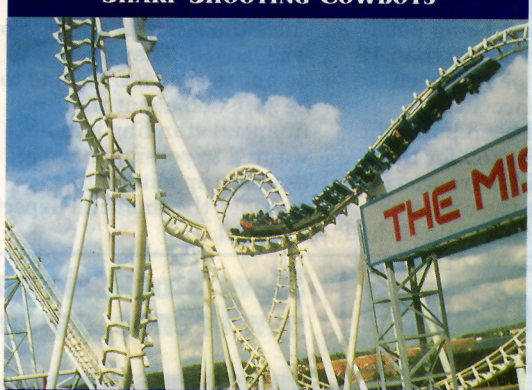


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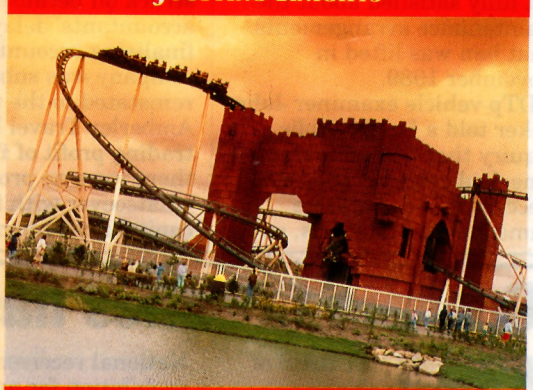

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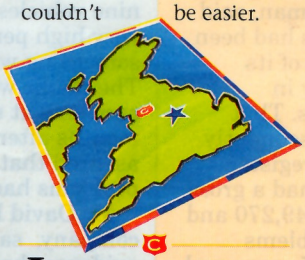

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**There are buildings of all shapes and sizes covering a wide variety of different historical periods. And yet each one contains a rich vein of history, reflecting the social, economic and political times in which it was built.**

**Historic houses provide the coach operator with an endless opportunity to arrange any number of excursions or day trips. Many of our historic homes have, thankfully, been well-preserved and restored. Bodies like the National Trust, English Heritage and their counterparts in Scotland and Wales have done valuable work on this front, providing the public with wonderful opportunities to see the houses in all their glory.**

**The grandest historic homes are steeped in history, reflecting the importance and influence of the great families that owned them. Many contain historic and cultural treasures, paintings, silverware and documents. Most historic houses are also geared-up to group visits, with entertainment for the whole family, including children, shops and comprehensive catering facilities, beautiful gardens and facilities to appeal to visitors of all ages.**

## World's largest maze opens at Blenheim

Highlight of the new season at Blenheim Palace is the opening of the Marlborough Maze - the world's largest symbolic hedge maze and a must for visitors. Along with the putting green and children's Bouncy Castle, it's in the Garden Centre complex and promises plenty of fun! Blenheim Palace, at Woodstock near Oxford, is the home of the 11th Duke of Marlborough and the birthplace of Sir Winston Churchill.

It was built by Vanbrugh for John Churchill, the 1st Duke of Marlborough during 1705-1722 in recognition of his victory at the battle of Blenheim in 1704.

It's set in 2,000 acres of parkland, landscaped by Capability Browm, and is one of the finest examples of 'English Baroque.'

The collection comprises tapestries, paintings, sculptures and fine furniture, displayed in magnificent gilded state rooms.

The Library is outstanding, with more than 10,000 volumes in a room 183 feet long.

Formal gardens, including the Water Terraces and Italian Garden, are complemented by the natural charm of the Arboretum, Pleasure Grounds and Cascade.

The memory of Sir Winston Churchill is celebrated by his birthroom and a special exhibition.

The Butterfly House displays exotic tropical butterflies and moths in free flight in a virtually natural habitat, while there's an adventure play area, narrow gauge railway, motor launch and row boat hire, cafeteria and restaurant and garden centre. Coach parking is free.

Open: Now-October 31; Park 9am-5pm; Palace and Gardens 10.30am-5.30pm.

Group prices: Adults £4.50, OAPs/students £4, children 5-15 £2.50.

**More information from: Pam Paton, Visits Secretary, Administrator's Office, Blenheim Palace, Woodstock, Oxford OX7 1PS. Tel: 0993 811325.**

## Harewood House is Yorkshire's finest

Harewood House, one of the Treasure Houses of England, and the current home of the 7th Earl and Countess of Harewood, offers a superb day trip or excursion venue for coach operators.

The House was designed by John Carr, the great Yorkshire builder, and Thomas Chippendale was commissioned to produce the furnishings.

Today Harewood House contains the richest collection of Chippendale furniture in the world, along with superb Adam ceilings and plasterwork.

The House also contains art of international renown as well as superb Sevres and Chinese porcelain.

Beside the lake is the Harewood Bird Garden, among trees planted more than 200 years ago by Edward Lascelles. The exotic and endangered species make up the most comprehensive collection in the North of England and Harewood co-operates in breeding programmes with zoos and gardens all over the world. Groups of birds range from emus to humming birds.

The new Tropical Rain Forest was opened in 1988 by Prince Michael of Kent and allows the visitor to experience tropical conditions in a simulated section of rain forest, with riverbank and waterfall.

The surrounding park was created by Capability Brown and there are 30 acres of woodland and gardens.

The Adventure playground was specially designed for children and adults alike.

There are shops, a restaurant and plant centre.

Coach parking is free, there's an extensive list of special events throughout the season and special exhibitions in the Terrace Gallery.

Open: March 24-October 31, Bird Garden and Grounds 10am-5/6pm; House 11am-5/6pm. Bird Garden and Grounds, November, February and March, Sundays only 10am-3pm.

Group prices: Adults £4, children £2.

**More information from: Carole Williams, The Estate Office, Harewood, Leeds LS17 9LQ. Tel: 0532 886225.**

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Entrance to complex is FREE

*Entrance to the Mill:-*

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School Parties 30p. Groups Welcome.

For further details Tel: (0253) 860765

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**High Street, Garstang**
**Telephone 0995 602125**

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For further information please contact:
THE MARKETING & PROMOTIONS DEPARTMENT,
Wyre Borough Council, Wyre Civic Centre, Breck Road,
Poulton-le-Fylde, Lancs. FY6 7PU. TEL: 0253 891000

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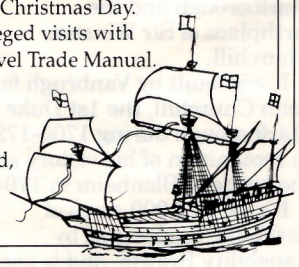



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Scarborough.
YO11 2PW

# See the beauty of Broadlands

Broadlands, the magnificent Hampshire stately home of the late Lord Mountbatten, has been part of English history for centuries. The elegant country house, with gardens landscaped by Capability Brown, was opened to the public in 1979. Since then tens of thousands of visitors have flocked to see its many delights and treasures.

It was the honeymoon destination of Prince Charles and Princess Diana in 1981 and of the Queen and Prince Philip in 1947, and in the last century, was the country residence of Lord Palmerston, the great Victorian Prime Minister.

The 18th century grace of Broadlands' exterior is complemented by its elegant interior.

But the house remains inextricably linked with the life and achievements of Lord Mountbatten .... so it's hardly surprising that one of its most popular attractions is the Mountbatten Exhibition. Housed in the William and Mary stable block, the exhibition tells the eventful life stories of Lord and Lady Mountbatten in a series of tableaux with the aid of photographs, trophies, uniforms, ceremonial swords and many other mementoes.

The new Mountbatten audio-visual presentation, 'The Life and Times of Lord Mountbatten', incorporates live and still material and an illuminated map of the world. Lord Mountbatten tells his own life story with commentary recorded before his death in 1979.

Visits to Broadlands House are now by guided tour only. Tours of the House take approximately one hour and the visit to the Mountbatten Exhibition and Mountbatten A-V Presentation a further hour. There's a self-service restaurant, picnic area on the Riverside lawns and two gift shops. Free parking for up to 20 coaches.

Open: March 28-September 29, closed Fridays except Good Friday, until August 1, 10am-4pm. Pre-booking not essential, but advised.

Group prices: (15 or more) All inclusive ticket, adults £3.60, OAPs, disabled, students £3.30, schoolchildren £2.70. Free £4 restaurant voucher for coach driver.

**More information from: Wendy Fownes, Group Visits Secretary, Broadlands, Romsey, Hants SO51 9ZD. Tel: 0794 517888.**

# Host of special events for the new season

A whole host of special events, throughout the season, is one of the many highlights of Knebworth House, Gardens and Park near Stevenage in Hertfordshire.

During the Easter Weekend there's a re-enactment of the battles of the American Civil War; jousting by the Knights of Royal England and an Archery tournament in May; and the M.G. Owners National Rally and a Classic American Auto Club Rally during June.

Originally a Tudor manor house, Knebworth was transformed 150 years ago by the spectacular high Gothic decoration of the Victorian romantic novelist, Edward Bulwer-Lytton and has a magnificent State Drawing Room of the same period.

Charles Dickens acted here in private theatricals, Churchill painted at his easel in the superb Jacobean Banqueting Hall and it was the home of Constance Lytton, the sufragette and Robert Lytton, Viceroy of India.

Lord Lytton's Vice-Royalty and the great Delhi Durbar of 1877 are commemorated in a fascinating exhibition and audio-visual display.

There are 250 acres of parkland with herds of Red and Sika deer, and an extensive adventure playground, featuring Fort Knebworth, Monorail suspension slide, Astroglide, Tarzan trail and, new this year, a miniature railway.

There's a licensed cafeteria, picnic area and gift shops.

Open: March 22-September 29, closed Mondays except Bank Holidays and June 28-July 1 inclusive, House and Gardens, 12 noon-5pm; Park 11am-5.30pm

Group prices: (pre-booked groups, minimum 20) House, park, gardens and playground, adults £2.80, children (3-16) OAPs £2.40; Park and playground only, adults, children and OAPs £1.60.

**More information from: The Estate Office, Knebworth, Herts SG3 6PY. Tel: 0438 812661.**

# Visit the Royal Family's Norfolk home

Sandringham, the Norfolk country residence of Her Majesty the Queen, is one of East Anglia's most beautiful country houses.

It was originally bought in 1862 by the Prince of Wales, later King Edward VII, but little remains of the original house which has been extensively added to and altered.

All the main rooms occupied by the Royal Family when the Court is in residence, are open to the public during the summer months.

The grounds were originally laid out by landscape gardener W B Thomas. There are two lakes and extensive woodland walks.

The country park covers 600 acres, bordering the designated Area of Outstanding Natural Beauty adjacent to the Wash coastline. The area consists of wood and heathland and there are two Nature Trails. There's a children's adventure playground and an information/interpretation room.

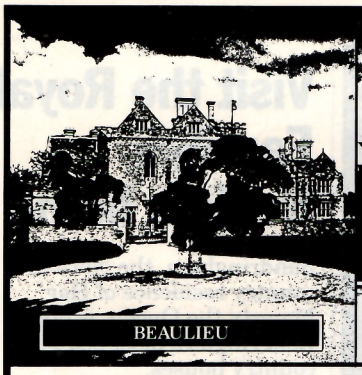
Sandringham Museum has nine galleries - four of which house Big Game Trophies. Two galleries house gifts presented to the Royal Family, during overseas tours, together with part of the Royal Doll collection. Also on view is a fine collection of commemorative china and glass.

Three galleries house displays of vehicles used by the Royal Family, including a 1900 Daimler Tonneau, the first car bought by a member of the Royal Family.

Open: April 21-September 30, Sundays-Thursdays inclusive, except when any members of the Royal Family are in residence, house 11am (12 noon Sundays) -4.45pm; grounds 10.30am (11.30am Sundays) - 5pm.

Group prices: House/grounds, adults £2.20, OAPs £1.70, children £1.40. Grounds only: adults £1.70, OAPs £1.30, children £1.

**More information from: John Bond, Estate Office, Sandringham, Norfolk, PE35 6EN. Tel: 0553 772675.**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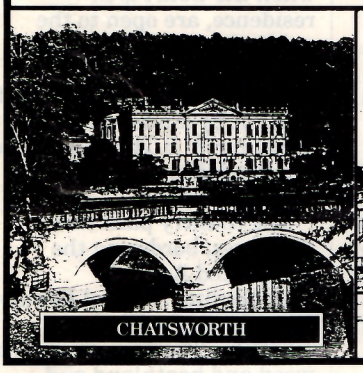
With so much to offer, and generous discounts for groups, these splendid houses provide a visit of unrivalled interest and value for money.

For more information on all eight Treasure Houses simply contact Lesley Ann Harnett, Dept. TE , John Montagu Building, Beaulieu, Brockenhurst, Hampshire, SO42 7ZN or phone any of the individual numbers listed.

TREASURE HOUSES

BEAULIEU (Hampshire) (0590) 612345.
BLENHEIM PALACE (Oxfordshire) (0993) 811325.
BROADLANDS (Hampshire) (0794) 517888.
CASTLE HOWARD (North Yorkshire) (065 384) 333.
CHATSWORTH (Derbyshire) (0246) 582204.
HAREWOOD HOUSE (West Yorkshire) (0532) 886225.
WARWICK CASTLE (Warwickshire) (0926) 495421.
WOBURN ABBEY (Bedfordshire) (0525) 290666.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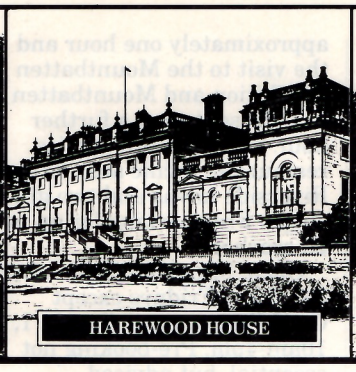
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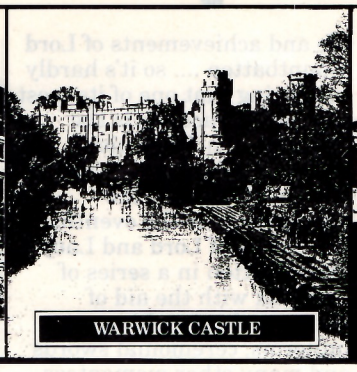
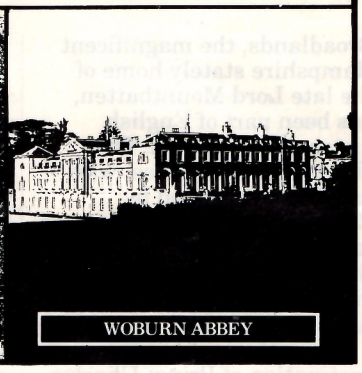

WARWICK CASTLE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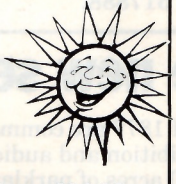

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Open Easter weekend – 1st April. Re-open 28th April – 26th September Sunday to Thursday inclusive, except during the months of July and August when it will be open seven days 10.30 a.m. to 5.30 p.m. (Last admission to the castle will be 4.45 p.m.) During October the castle will be open Sundays and Wednesdays 10.30 a.m. to 4.00 p.m.
On May 5th and 26th, June 9th and 14th there will be pipe bands.
On Sunday 25th August there will be massed pipe bands.

Party rates on request from:

**Roxburghe Estate Offices**
**Kelso, Roxburghshire. Tel. 0573 23333**

# Belvoir Castle

Home of the Duke and Duchess of Rutland, the Castle commands a magnificent view over the Vale of Belvoir, and houses notable pictures, state rooms and the Museum of the 17th/21st Lancers. The Castle is open every day except Fridays and Mondays from March to October.

Special Events every Sunday including Mediaeval Jousting Tournaments.

For further details please contact the Comptroller, Estate Office, FREEPOST, Belvoir Castle, Grantham, Lincs NG31 6BR. **Telephone Grantham (0476) 870262.**

# Plenty of entertainment for coach visitors

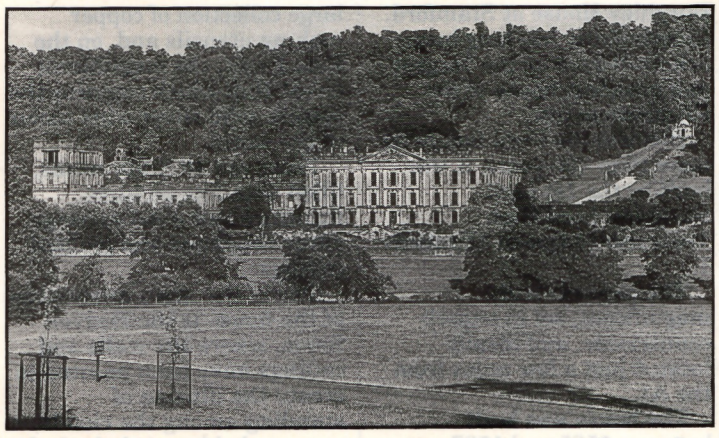
There's no shortage of entertainment for groups at Chatsworth House, the magnificent home of the Duke and Duchess of Devonshire set in the superb surroundings of the River Derwent in the Peak District National Park.

One of the grandest houses in England, it was originally an Elizabethan house built in 1555. It was altered during 1686 and 1708, while extensive additions were made in the 1820s.

It is richly furnished and decorated throughout, with painted walls and ceilings, woodcarvings, elaborate inlay furniture and wall hangings of tapestry and leather.

There's a superb library and the collection of paintings, drawings, sculpture, silver porcelain and curiosities is world-famous.

Besides the house itself, there's a farmyard with live animals and daily milking demonstrations and an exciting adventure playground.



The garden covers more than 100 acres, and contains many delights and surprises - a cascade, spectacular fountains and rocks, tropical greenhouse, herbaceous borders, rose garden and secluded walks among rare shrubs and forest trees,.

There's a self-service and fully-licensed restaurant with seating for 250; the Orangery and Park shops; the Estate Farm Shop and Stud Farm craft workshops.

Open: House, garden and restaurant: March 24-November 3, daily. House 11am-4.30pm; garden 11am-5pm. Farmyard, adventure playground, shop and cafe: March 24-September 29, daily 10.30am-4.30pm.

Group prices: (minimum 12) pre-booked parties: Adults £3.75, OAPs, students £3, school parties £2.

**More information from: Chatsworth, Bakewell, Derbyshire DE4 1PP. Tel: 0246 582204.**

## Castle Howard is well worth revisiting!

Castle Howard, near York, may first have sprung to national fame when it played a starring role as the setting for the filming of 'Brideshead Revisited', but it has long been a top group attraction.

The magnificent house combines opulence and beauty, while still retaining the atmosphere of a family home.

It has been cared for by succeeding generations of the Howard family since it was built in the 18th century, and has been open to the public for many years.

The superb rooms and galleries of the house are richly furnished and filled with family treasures; there are the famous Costume Galleries with original period costumes, as well as many other rooms with fine furniture and beautiful paintings.

There are more than 1,000 acres of parkland, with woods, nature walks, scenic lakes and fountains. There are beautiful rose gardens and a well-stocked plant centre; hours of fun for children in the adventure playground, shop and licensed restaurant.

Open: March 22-November 3, grounds and gardens from 10am, Castle Howard and Costume Galleries 11am. Last admission 4.30pm.

Group prices: (minimum 12) adults and OAPs £4, children £2.

**More information from: The Administrator, Castle Howard, York YO6 7DA. Tel: 065384 333.**

There's unlimited parking for coaches, several shops, adventure playground and a fully professional catering service.

Open: All year, closed Mondays except Bank Holidays.

Group prices: All attractions, adults £4, OAPs and children £2.80.

**More information from: Tatton Park, Knutsford, Cheshire, WA16 6QN. Tel: 0565 654822.**

# Coach cash incentive on offer!

Tatton Park, the Cheshire stately home at Knutsford, has introduced an incentive scheme to encourage more coaches. Cash rebates, geared to the number of visits, are now available, and drivers get a free meal with every visit.

Tatton Park is a historic country estate and the National Trust's most visited property. There's a vast series of special events lined up for the present season, with everything from Oriental weekends and opera to craft fairs and car rallies.

Standing in the 1,000 acre deer park is the magnificent Georgian mansion, built in neo-classical style and once the home of the Egerton family.

This vast treasure house contains beautiful furniture, fine paintings, silver and ornaments accumulated over two centuries.

Adjoining the mansion is the Tenants' Hall, now a family museum filled with artefacts and curios collected by Maurice Egerton, the fourth and last Baron of Tatton, on his travels round the world.

Tatton has 60 acres of garden, including the famous Japanese Garden with its Shinto Temple, ornamental lake and Tea House.

Within walking distance of the gardens is Home Farm, which has been restored to show its role in the life of Tatton 50 years ago. At the Old Hall, once the manor house of the medieval lords of Tatton, visitors can enjoy a guided tour and go back 500 years in the process! Flickering candlelight reveals the ancient timber roof of the Great Hall, while the floor is strewn with rushes for the servants to sleep on.

## Brick maze is Parham's latest feature

With 1991 being designated 'The Year of the Maze', to commemorate the 300th anniversary of the planting of the maze at Hampton Court Palace, frantic activity has been taking place at the pleasure grounds of Parham Elizabethan house and garden at Pulborough, West Sussex.

Three generations of the Hedger family have been busy constructing a unique brick-path maze, ready for the new season. It is to be called 'Veronica's Maze' after Veronica Tritton, who has lived at Parham almost all her life.

The Elizabethan house dates back to 1577 and is a truly superb example of Tudor architecture and decoration.

The four-acre walled garden was named 'Garden of the Year' last year by Christie's and Historic Houses.

The garden, which still retains its original quadrant layout, has borders of shrubs, herbaceous flowers, chosen for their long-lasting leaf colour, a rose garden surrounded by low walls, a herb garden and, of course, the maze.

There's a small Perpendicular church on the estate, picnic areas, shop, teas in the Big Kitchen and guided tours by arrangement. Several special events have been arranged for the new season.

Open: Sundays, Wednesdays, Thursdays and Bank Holiday Mondays from Easter Sunday to first Sunday in October; House and shop 2-6pm; gardens and picnic area 1-6pm.

Group prices: (minimum 20) £2.50

**More information from: Pat Kennedy, Parham Park, Pulborough, West Sussex. Tel: 0903 742021.**

# Elizabethan beauty on show at Burghley

Burghley House at Stamford, Lincolnshire, has long been acknowledged as the 'largest and grandest house of the Elizabethan age.

Home to the Cecil family for more than 400 years, it was built by the 1st Lord Burghley, Lord High Treasurer to Queen Elizabeth 1.

The house is truly magnificent, set in superb countryside, and ideally located just a few miles from the A1.

The house was built between 1565 and 1587 on the site of a 12th century monastery and contains no fewer than 240 rooms!

In the oldest part of the building visitors can see the original kitchen, with its large collection of copper cooking utensils and, on the East Front, the magnificent Great Hall which contains the largest solid silver wine cooler in the world.

There are 18 State rooms, filled with fine pictures, furniture and wood carvings, silver fireplaces and painted ceilings.

One of the main attractions of the house is the Heaven Room, where the walls and ceilings have been painted to create the illusion of standing among the clouds, surrounded by mythological figures. Burghley also contains one of the finest private collections of Baroque Art in the world.

During this season, Burghley is featuring a special exhibition - the Burghley Collection of European Ceramics, with pieces dating from the 16th-19th century.

Other special events include a craft fair, classic car rally and, of course, the world-famous Horse Trials.

There's a licensed coffee shop, ample coach parking and, just a stone's throw away, the historic town of Stamford.

Open: March 29-October 6, daily 11am-5pm, house - guided tours only.

Group prices: (minimum 20) adults and OAPs £2.80, children £2.

**More information from: The Manager, Burghley House, Stamford, Lincs PE9 3JY. Tel: 0780 52451.**

## Upstairs-downstairs atmosphere at Erddig Hall

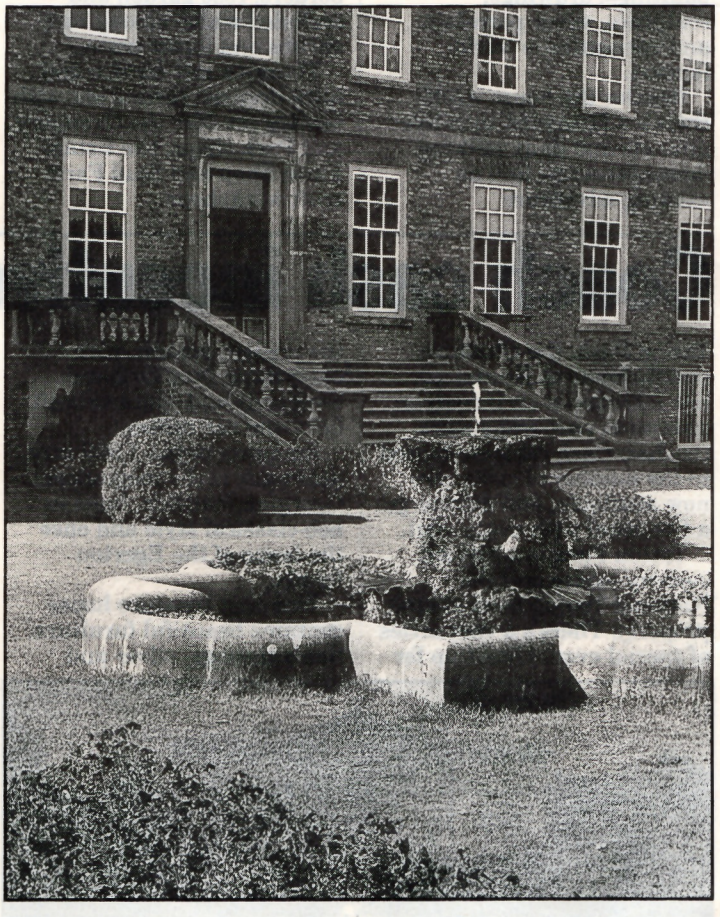
One of Wales' most visited houses is undoubtedly Erddig Hall, near Wrexham.

The late 17th century house is best known for its social history, its collection of fine furniture and has been called the 'most evocative upstairs-downstairs house in Britain.'

The house retains most of its original furniture and visitors soon feel the real atmosphere when they visit Below Stairs and feel what it was like to work and live in a country house.

The range of outbuildings includes kitchen, laundry, bakehouse, stables, sawmill, smithy and joiners' shop.

The house stands in formal grounds with a large walled garden, restored to its 18th century design. Extensive parkland surrounds the garden and there are woods and picturesque walks. There's a shop, licensed restaurant and video presentation.



Open: March 29-October 13, daily except Thursdays and Fridays, 11am, 12 noon house.

Group prices: All attractions, adults £3.20; Below stairs, gardens and outbuildings, adults £2.

**More information from: The Administrator, Erddig Hall, Erddig Park, Wrexham, Clwyd LL13 0YT. Tel: 0978 355314.**

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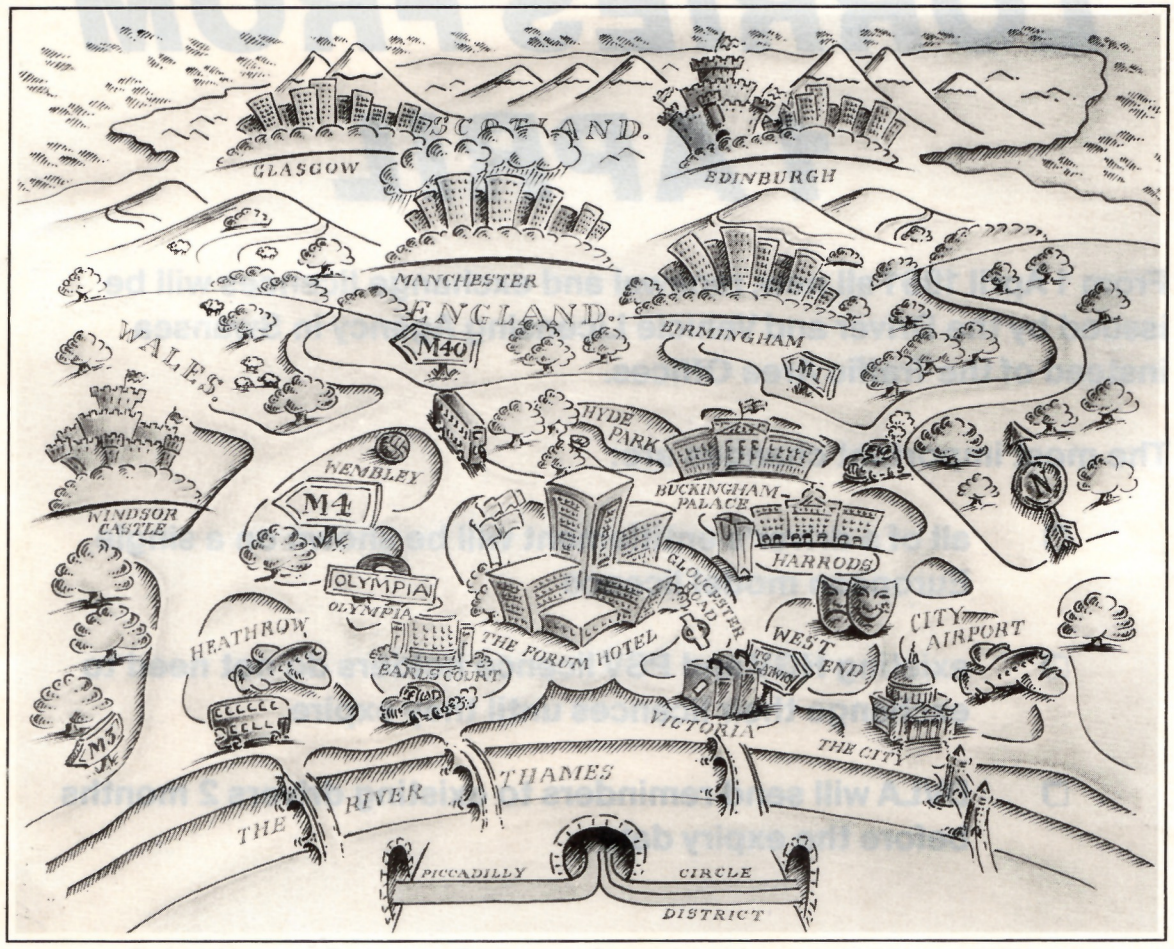


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# DRIVING LICENCES FOR BUSES AND LORRIES FROM 1 APRIL

**From 1 April 1991 all new, renewal and exchange licences will be issued by the Driver and Vehicle Licensing Agency in Swansea instead of the Traffic Area Offices.**

**The most important changes are:**

- ❒ **all of a driver's entitlement will be shown on a single European model licence**
- ❒ **existing HGV and PSV licence holders do not need to exchange their licences until they expire**
- ❒ **DVLA will send reminders to existing drivers 2 months before the expiry date**

A booklet – 'What you need to know about Large Goods and Passenger Carrying Vehicle Driving Entitlement' (D200) is available from any Traffic Area Office, Vehicle Registration Office or the DVLA. Drivers with further queries about the new driver licensing system should consult their employer, trade organisation or contact the Driver Enquiry Unit at DVLA in Swansea. Telephone 0792 783838.

An executive agency of
THE DEPARTMENT OF TRANSPORT

SJ/91/30

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### THE *Magic* OF THE SOUTH WEST

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(17772/HO)

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★ GOOD WINE + EXCELLENT HOME COOKING ★

**GREENHILLS HOTEL, ST FLORENCE**

This beautiful hotel situated in its own grounds boasts many facilities including pool, sauna, bar, games room, dining room + TV lounge.

Well appointed bedrooms with facilities in most offering large family rooms.

★ SPECIALLY CATERING FOR COACH PARTIES ★
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(16981/HO)

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**PENDOWER HOTEL**
**FALMOUTH, CORNWALL**
**(3 CROWNS)**

Excellent location near beach and town centre. Can accommodate 52 guests, mostly en suite rooms, tea-making facilities, superb English cooking, lounge/TV lounge, bar and outdoor heated pool.

***GROUP BOOKINGS ARE WELCOME***

DATES AVAILABLE:
April, June 1st, July 25th & Sept

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(17094/HO)

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TV with Satellite Channel in all rooms and tea/coffee making facilities.

**PRICES £75-£122**

**Full English breakfast and four course dinner**

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*1991 bookings now accepted*

(17461/HO)

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A family run hotel 200 yards from beach. Newquay approx 3½ miles. 21 en suite rooms with col. T.V., tmkrs, hairdryer, telephone, CH, sauna, solarium, games room, lic. bar, dance floor, laundry room, choice of menu, entertainment.

**WEEKLY OR SHORT BREAKS AVAILABLE**

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12th-19th Oct, 26th Oct-1st Nov.

***Contact: Ann Thomas on***
**(0637) 860273**

(17180/HO)

**THE BELGRAVE HOTEL**
**TENBY**

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**Tel. Tenby 0834 2377 ask for Malcolm Thomas**

Sept 21st 7 nights **£140.00**
Sept 28th 6 nights **£115.00**

Ring now for October and Christmas in November Special Breaks

(17181/70)

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**by arrangement,**
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**THE ANGEL**

300 years old Inn next to duck pond on pretty village green. 3 mins from M1 Junction 12, near Whipsnade Zoo & Woburn.

**Tel. 05255 2380**
**Ask for Paula**
**(A member of S. Beds Tourism Assoc)**

(15841/HO)

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**MILL COACHES**
NEWCASTLE UPON TYNE
**MARCH 30th 1991**
**Easter Travel to**
**★ ISLE OF WIGHT ★**

Space capacity available for Easter week. Travel only or hotel accommodation in Shanklin. Departs **NORTH EAST** England. Will pick up on route by arrangement.

***For further details contact***
**Tel. 0207 71792** (17194/HO)

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# *BEATING RETREAT*

The Massed Bands of HM Royal Marines on
**Horse Guards Parade**

*11, 12 and 13 June 1991*
*at 6.15 pm*

10% Reduction For Coach Parties

**Ticket Prices** A: £8 B: £6 C: £3

**Obtainable from:**
Royal Marines Concert Office,
Dept. of CGRM,
MoD Old Admiralty Building,
Whitehall, London SW1.
Tel 071 218 3955 *(from 2 April)*

**or**
Premier Box Office Limited,
1b Bridge Street, *(opposite Big Ben)*,
London SW1.
Tel. 071 839 6815 or 071 240 2245
*(from 1st May)*

**THE MASSED BANDS OF HM ROYAL MARINES**

## TORQUAY

**Newly refurbished**
**SHEDDEN HALL HOTEL**
**Torquay**

Two star family run hotel, 27 bedrooms, mostly en suite, 200 yds sea-front, close to theatre, English Riviera Centre. Television, tea & coffee making facilities in all bedrooms. Entertainment. Coach parking. Driver free.

Due to cancellation weekend, four nights ★ and weekly dates available. ★

***Call Adrian Knight***
**0803 292964**

(17562/HO)

**COUNTY HOTEL**
Belgrave Road, Torquay

28 bedrooms, 20 en suite, fully licensed, lift, colour TV, radio, tea, coffee and direct line phones in all rooms.

Entertainment five nights, very near to town centre and 400yds from seafront. Parking for coaches. 2 weeks for 1991 season.

Dates available: June 1st to June 8th, June 22nd to June 29th.

Don't Delay, Phone Today!

*For your colour brochure*

**Tel. 0803 294452**
**speak to Mr Ray McDonald**

(17046/HO)

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*South Leigh Hotel*

**Ilfracombe, Devon**

This family run hotel welcomes coach parties. All rooms en suite. Tea & coffee making facilities in all rooms. Lift, entertainment and licence.

CHRISTMAS THEME WEEKENDS in DECEMBER
CHRISTMAS/NEW YEAR WEEKEND AND MID WEEKS FROM NOVEMBER UNTIL APRIL

Call us now to discuss these dates:

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★ Cream teas, lunches and dinner ★

OPEN ALL DAY

350 year old merchant's house of great character.
Open fires and local hospitality.
2 minutes from Exit 28 of M5.
Ideal centre for touring, ample parking.

**Tel. 0884 32281**
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A family run hotel with an excellent reputation for good food and hospitality, near to shopping centres, entertainment and night spots. Tea & coffee facilities in all rooms with colour TV. Telephone and full central heating. Excellent rates for party bookings.
For further details contact

**John & Grace Walters**
**Tel. 0253 41928**
(15834/Ho)

## EASTBOURNE

**AVONALE**
**Private Hotel**
**77/79 Royal Promenade, Eastbourne**

28 bedrooms, 8 en suite, bar, 3 nights entertainment, ample parking for coach parties.

*Dates available for 1991:*
***4th May-11th May £105.00 + VAT***
**6th July-13th July £115.00 + VAT***

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1977, 53 seater, reconditioned fuel pump, MoT Sept '91.
**£4,250 ono + VAT**
***Terms possible***
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**1987 (D) KASSBOHRER SETRA 215 HRI**
49 seats, toilet, video.
**£52,500 + VAT**
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(17039/BB)

**BARGAIN BUS**

**BEDFORD YNT OCTOBER 1983, PLAXTON PARAMOUNT 3200**
1 Star, 53 seater, radio, PA system, MoT August '91.
**£23,000 + VAT**
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**1980 LEYLAND LEOPARD DUPLE DOMINANT II**, good condition, long MoT, **£10,000**
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52 seats (inc drv), recliners, PSV'd, toilet, drinks, sleeper compt, radio/cass/PA, air cond, MoT.
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**1979 BEDFORD MARSHALL**
37 seater buses, LHD, Bedford 330, diesel. Excellent condition. Choice of 2.
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LEAVES G. Fax. 0283 791392
(17114/BB)

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**1989 F REG RENAULT MASTER**
15 seats, coach back end, full luxury.
**£14,000**
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**0508 45474 eves/wkends**
(17116/BB)

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**1973 LEYLAND PLAXTON**
53 seats, S/A, PAS, PD, Mark V front, Bristol dome, taxed & tested.
**£3,750 + VAT**
**Tel. 0829 732378**
(17182/BB)

**BARGAIN BUS**

**1983 DAF MB200 JONCKHEERE BURGESS.**
MoT till Jan '92, full executive, **£28,500 ono.**
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(17096/BB)

**BARGAIN BUS**

**STEEDRIVE LTD**
**Ford Transit 190**
High roof, 15 seat minibus with tailift and accommodation for 3 wheelchairs. Petrol engine. C.I.F. Unregistered. Price on application. Or same detail without wheelchair accommodation.
*Enquiries to Alan or Cath.*
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**COACHMART SUBSCRIPTION STILL ONLY £45**

**BARGAIN BUS**

**1974 N BRISTOL RE PLAXTON ELITE III**
Gardner engine, 53 seats, power door, MoT 10/91.
**£2,250 + VAT**
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Tail pipe to fit 11 or 12m ...
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**AEC 760,** 53 seater, Dominant, power door, 6 speed ZF box, new batteries, MoT Jan '92, clean and reliable. **BARGAIN. £2,995 + VAT. FOR QUICK SALE. Tel. 0903 743391.** (17095/AEC)

**1966 AEC REGAL** 70 seater, double decker, collector's item, good engine, good tyres, **£950 + VAT. Tel. (0286) 870484.** (17202/AEC)

**BREAKING:** AEC 505 Plaxton Elite body, good engine and gearbox etc, new Supreme front, new back, all new panels and rubber mouldings. **Tel. 0924 371019 or 256401** (17102/AEC)

**1973 AEC** 760 Plaxton ZF Manual Box, 12 mtr, 57 retrimmed seats, MoT June '91. **£3,500 + VAT. Tel. 0924 371019 or 256401.** (17101/AEC)

## BEDFORD

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**BEDFORD DUPLE PJK**
29 seater, tested September 1991. Taxed April 1991. Well above average condition. Ready to work.
**£4,750 ono + VAT**

**1978**
**DUPLE BODIED BEDFORD PJK**
29 re-trimmed seats, taxed and tested October 1991. Very clean inside and out. Ready to work.
**£5,250 ono + VAT**
**TEL. 0332 765644**
(17117/BE)

**BEDFORD YMT 1980 PLAXTON SUPREME IV,** 53 seats, MoT '91, radio PA, new speed limiter, JAK brake, recent retrim, good condition, **£7,000 + VAT. Edinburgh Travel. Tel. 031 553 1235.** (16944/BE)

**2 x 1980, V Reg and W Reg**
**BEDFORD YMT DUPLE DOMINANT II**
53 retrim seats, radio/cassette, power door, both good condition.
W Reg, test 28/7/91, price **£8,250 + VAT**
V Reg, test 28/2/92, price **£7,750 + VAT**
**TEL 0977 642385 (West Yorks)**
(17049/BE)

**1980 BEDFORD PLAXTON PJK.** 29 seater, radio cassette, P/A, power door, curtains. Exterior all cream. Test till Sept '91, tax Jan '92. Excellent condition. **£7,200 + VAT. Tel. 0388 772772.** (17127/BE)

**1980 (W)**
**YMT 500 SUPREME IV**
Power door, tints, full side lockers, spare wheel at front, MoT, Feb 1992, taxed Aug '91, vgc.
**£9,500 ono + VAT**

**1978 (S)**
**YMT 500 SUPREME III**
Side lockers, MoT March 1992, taxed March 1991, vgc.
**£5,000 ono + VAT**
**ALINE COACHES (091) 469 9763**
(17045/BE)

**1982**
**YNT/DUPLE DOMINANT**
IV Express, 53 seater, double glazing, MoT 1992, choice of two.
**£11,500 + VAT each**
***Contact Ron Whittle or Les Holford on***
**0562 822966**
(17196/BE)

**BEDFORD 1974 DUPLE DOMINANT,** 29 seater, MoT Dec '91, taxed June, reliable motor, reasonable condition, **£2,000 + VAT. Tel. (0942) 873599 Atherton near Manchester.** (17100/BE)

**1980 BEDFORD YMT PLAXTON SUPREME IV,** 53 seater, radio, pa, power door, red interior, MoT March 1992, good condition, **£9,250 ono. Tel. Chivers 0252 703446 (Surrey).** (17013/BE)

**1972 BEDFORD YRQ PLAXTON,** 45 seats, good condition, 10 months MoT. Offers. **Tel. Robert White on 0433 30401.** (17008/BE)

**1983**
**BEDFORD YNT DUPLE**
Dominant IV, 53 seater, Grant doors, MoT 21/2/92.
**£13,000 + VAT**

**1981**
**BEDFORD YNT PLAXTON**
Supreme IV GT, 53E seats, courier seat.
**£11,500 + VAT**
***All vehicles are in excellent condition and have many extras.***
***No reasonable offer refused.***
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(17111/BE)

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1974, YRT chassis, 1984 body, latest blue series engine, excellent condition, long MoT, one owner from new.
**£10,000 ono + VAT**
**Tel. 0985 216592 (Wilks)**
(17091/B)

**1976**
**BEDFORD PLAXTON SUPREME**
53 seater, above average for year, clean and straight, recon engine, recently fitted, express door, ideal for bus service, MoT April '91.
**Reasonable offers**
**P/X for 16 seater considered**
**Tel. 081 890 9942**
(17066/BE)

## BRISTOL

PMT ENGINEERING
**BRISTOL LH 43 SEATER COACH**
First registered 1977, tested August 1991.
**£4,500**
**Contact Douglas Hems (0933) 623871 or Helen Bailey (9782) 744744**
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**TRAINER BUS,** Bristol FLF 66, 1963, Gardner engine, new MoT Class V, **£3,000 + VAT. Tel. 0272 838228.** (17098/BR)

**BRISTOL RELL ECW BODY. £2,500.**
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(17139/BR)

## BOVA

**1990 BOVA FUTURA.** Owner driven, 60,000 kms, 51/55 seats plus courier, video, carpet, dem toilet, continental door, coffee machine, fridge, Tempo 100, **£84,950 + VAT ono. Tel. (02205) 4234.** (17220/BO)

## BOVA

**DAF BOVA EUROPA 1982**
47 seats + courier, TV, drinks machine, toilet, fridge, resprayed, MoT March '92.
**£27,000 + VAT**
**Tel. 0692 406040 406020**
(17004/BO)

## DAF

**DAF MB 200**
**Plaxton Paramount 3200**
1983, 53 seats, ZF auto, express doors, radio PA, long MoT, choice.
**£29,950 plus VAT**
**Please telephone, vehicles in daily use**
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**Skills**
(17146/DAF)

**1984 DAF BERKHOF,** 49/53 seats. Demountable toilet. Video. Coffee machine, fridge, courier seat, MoT March 1992. Lumiter fitted. Good condition throughout. Recon engine. **£43,000 ono. Tel. 0233 812002.** (17012/DA)

**1982 'X'**
**MB 230 PLAXTON**
53 recliners, long MoT, well maintained, in daily use.
Choice of 2 from:
**£19,500 + VAT**
**Tel. 0452 27809**
(17043/DA)

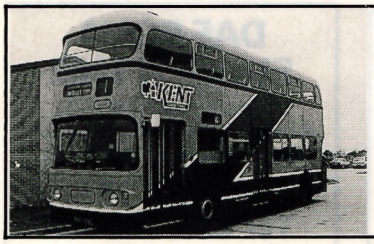
**1983 'PP' DAF MB200 DKTL ALPHA GT EXECUTIVE,** 49 recliners, toilet, TV/video, hot drinks, tinted glass, curtains, interior blue, exterior, recently repanelled & repainted white/blue, wheel trims, MoT June 1991, good condition. **£17,250 + VAT ONO. Tel. (0346) 7610/7412 (Scotland), photos available.** (17077/DA)

**1983 P/P DAF MB200/PLAXTON 3200**
48/51 reclining seats & courier. Demountable rear N/S toilet. Radio, PA, curtains, Eberspacher heating, speed limiter. Telephone. MoT Dec 91.
**£38,000**
**Contact Tony Andrews (PSV) Sales Ltd**
**0292 591213**
(17106/DAF)

## DUPLE

**DUPLE 425,** 1985, 54 seats, full executive, MoT Nov 91. **£46,000 + VAT. Tel. 0272 838228.** (17110/DUP)

## DOUBLE DECKERS



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80 seater, good condition, long MoT.
**OFFERS**
**Kent Coaches**
**0233 627330**
(17204/DD)

**GREYHOUND INTERNATIONAL TOURS HAVE FOR SALE:**
**VRT Double Deck buses** 1974-76, freshly painted in white, full service history, one National bus owner, prices from **£1,500-£5,000** with or without MOT, also range of **cheap coaches,** as well as **up to date models. AEC REGENT DOUBLE DECK BUS,** automatic and **1973 London Transport DMS** automatic with 12 months MoT.
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**Tel. 081-303 6303**
(17125/DD)

**DUE TO FLEET REPLACEMENT**
**3 1985/6 METROLINERS** double decker to rapide spec.
For details contact
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**(0271) 76524**
(17131/DD)

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**DECEMBER '86, IVECO CAETANO DUAL PURPOSE,** 24 seat moquette, folding air door, 6 cylinder, power steering, 5 speed, low mileage, **£17,000.** Part exchange welcome. **Tel. Blythswood Motors 041 221 3165 or 041 639 6107 eves.** Open 7 days.
(17207/IV)

## FORD

**1981 R1114 DUPLE DOMINANT,** 53 seats, excellent condition, 12 month test, taxed, Diplomatic recliners, new gearbox springs and shackles all round, king pins, track rod ends, side lockers, engine 18 months old, one cared for motor. **£9,500 ono + VAT. Tel. 0332 573779.** (17840/FO)

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**1984 FORD QUEST PARAMOUNT 3200**
53 recliners, rebuilt engine, new MoT, many extras, excellent condition, stock of spare parts available. Only
**£20,000 + VAT**
**TEL: 031 663 2272**
(17188/FO)

**1979 FORD PLAXTON SUPREME**
33 seater, new engine and gearbox, fitted by FORD, many new parts, too many to mention, reluctant sale. MoT Nov '91.
**£9,250 + VAT ono**
**Tel. 081 890 9942**
(17065/FO)

**1985 'B' R1115 PLAXTON 3200**
53 seats, 12 months MoT. Recently fitted with complete reconditioned engine. Excellent condition throughout.
**£26,000 + VAT**
**Tel. 0452 27809**
(17044/FO)

**CHOICE OF TWO.** FORD PLAXTON COACHES FOR SALE. 53 seaters, long MoT and recent retrim on both. Good, clean reliable coaches. **Tel. 021 556 7953.** (17145/FO)

**1984 FORD QUEST**
Fitted 250 Cummins engine. MoT Dec 91, immaculate. £20,000. For quick sale due to time wasters.
**Tel. 031 666 0857 or 0836 588331**
(17191/FO)

## LAG

**LAG**
**1989 LAG**
**Panoramic Integral**
49 reclining seats, courier seat, double glazed, 80% tinted side windows with curtains, full saloon carpeting, additional fuel tank, centre sunken toilet. Continental door, Bosch alarm system. Webasto, **Full Sutrak air conditioning system,** 1 monitor video system, one piece rear, Ajcoa alloy wheels, bunk, Telma retarder, radio, PA, tape. To view contact
**0933 440221**
**(Van Hool U.K.)**
(17133/LAG)

## LEYLAND

**VALE OF LLANGOLLEN TRAVEL**
**Cefn Mawr, Wrexham**
have FOR SALE due to fleet replacement the following tour coaches in excellent condition, only used 6 months each year.
**1986 LEYLAND TIGER 245/PLAXTON 3500,** 49/51 Vogel recliners (grey), ZF manual gearbox (two).
**1985 LEYLAND TIGER 245/PLAXTON 3500,** 49/51 Vogel recliners (grey or brown), ZF manual gearbox (two).
Each coach has new MoT test, Blaupunkt PA/radio/cassette system, full drawn curtains and updated front and rear body.
**Enquiries to Llangollen (0978) 810070/1/2 during office hours**
(17128/LE)

**1979 LEYLAND LEOPARD**
Plaxton Mk IV front. 57 seats. Matching roof trim.
**A ONE OFF BARGAIN.**
**£11,000**
**TEL: 0222 884648 or 884649**
(17103/LEY)

**1983 TIGER DOMINANT IV**
53 seats, express doors, destination display, TL 11 245 engine, semi-auto gearbox, new test certificate.
**£22,000 + VAT ono**
**Tel: 0202 537 568**
(17126/LE)

**1980 LEYLAND LEOPARDS.** 53 seater, Duple, semi auto. A.C.L., air door, excellent condition, red interior. Choice of two. MoT's Oct and Dec '91. **£13,250 + VAT each. Tel. 0932 785153/783119 (Heathrow).** (16880/LE)

**1986 LEYLAND OPTARE CUB,** service bus. 33 moquette seats, luggage pen, power steering, air door, automatic, low mileage, new test, **£14,000 ono. Tel. Blythswood Motors, Glasgow. 041 221 3165 or 041 639 6107 eves.** Open 7 days. (17206/LE)

**1985 (B) LEYLAND TIGER 245**
with Duple Caribbean II body, 53 seater, semi-auto gearbox, MoT June 1991.
**£47,500 + VAT**
**Tel. 0889 590948**
(17195/LE)

**1979 LEYLAND LEOPARD PLAXTON EXPRESS,** 53 seats, MoT 20.1.92, **£12,500 ono. 1979 LEYLAND LEOPARD PLAXTON,** 57 seats, MoT 17.4.92, **£13,500 ono. 1978 LEYLAND LEOPARD PLAXTON EXPRESS,** 51 seats, MoT 31.1.92, **£9,750 ono.** All subject to VAT. **Pulham's Coaches, Bourton-on-the-Water. Tel. 0451 21721.** (17057/LE)

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Pneumocyclic box, Plaxton Derwent service bus, 54 seats + 24 standees, MoT, choice of 3
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**1976** LEOPARD SUPREME EXPRESS, POD, 49 seats, power steering, S.A., MoT June 1991. **£5,950. Tel. 0925 67321.** Barry Cooper, Warrington. **Part of The Mayne Group.** (17148/LE)

**1976 LEYLAND LEOPARD,** 12 metre, 53 seater, Plaxton Supreme body, MoT Sept '91, **£6,250 + VAT. Tel. Ivan Thomas 081 397 4276.** (17213/LE)

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(17199/VO)

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**0292 591213**
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**1985 TALBOT EXPRESS,** 14 seats.

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**1983 MERCEDES 608.** 21 seats.

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(16947/MB)

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**1983 (A) FORD TRANSIT,** petrol Mellor Ashurst, PSV, 16 seats + tail lift, white, MoT July 1991. Only 4,000 miles, since last annual. Low back moquette seats, wheel chair clamps, seat belts. Not for sale locally hence. **£1,900 + VAT ono. 031 661 7060 (Edinburgh).** (17099/MB)

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(17201/MB)

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**Price on the road** **£113.44 per week**

**Stock**

**MERCEDES 609D;** 24 high back moquette seats, full soft carpet interior trim, 2 large full length luggage racks trimmed in carpet, full size Overton lift up roof vent, framed bronze tinted windows, deep Dropwell fibreglass boot, all round fibreglass skirts, radio/cassette with 4 speakers, fluorescent saloon lights with night fittings, moquette centre roof stripe, 2 speed saloon heater, wheel trims, destination dome and equipment, gliding power door, heavy duty lino, courtesy panels trimmed in carpet and fitted with ashtray.

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**MERCEDES 609D;** 24 seat service bus, 24 moquette bus seats with top hand rail, full soft carpet trim, framed bronze tinted windows, heavy duty lino to floor, destination dome and equipment, glider power door 2 x 2 speed saloon heaters, full size lift up roof vent, fluorescent saloon lights with night light fittings.

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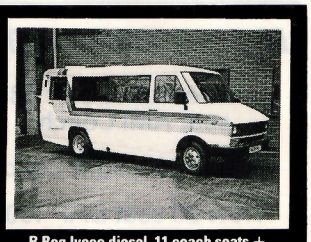

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## UNCLASSIFIED

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**1986 (D Reg) DODGE MINIBUS Reeve Burgess,** 16 seats, MoT Sept 91. Choice of two ..... **£7,000**

**1986 (C Reg) VOLVO DUPLE 320,** 53 Reclining seats, MoT to Sept/Dec 91. Choice of two ..... **£42,000**

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(17842/UN)

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(17130/UN)

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49 seats, centre sunken toilet, water boiler, fridge, video and two TV screen Tempo 100.

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**1988 (E) LEYLAND TIGER** – PLAXTON PARAMOUNT 3200, 55 reclining seats, radio/cassette, PA system, full draw curtains, continental door. Stock no.4434. Only one left ..... **£68,500**

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**1986 (D) LEYLAND TIGER** – VAN HOOL SUPER HIGH, 49 seater executive, toilet, video, radio/cassette, PA system, full draw curtains, crew seat, drinks machine. Stock no.4440. Only 1 left ..... **£70,000**

**1986 (C) LEYLAND TIGER** (260 BHP) – DUPLE 340 EXECUTIVE, 49/51 recliners, demountable rear toilet, continental door, drinks machine, radio/PA/cassette, 3 screen video, courier seat, Eberspacher, curtains, Tempo 100. Stock no.4475 ..... **£62,500**

**1986 (C) LEYLAND TIGER** – PLAXTON PARAMOUNT 3500 EXECUTIVE, 49 reclining seats, toilet, video, radio/cassette, PA system, full draw curtains, continental door, crew seat, tables, drinks machine. Stock no.4432 ..... **£57,000**

**1985 (C) LEYLAND TIGER** – PLAXTON PARAMOUNT 3500, 50 reclining seats (well spaced), radio/cassette, PA system, continental door, crew seat, full draw curtains. Stock no.4498 ..... **£55,000**

**1977 (valuable reg no) LEYLAND LEOPARD** – PLAXTON SUPREME, 47 reclining seats, some with Paramount fronts and new body panels. Very sound and serviceable. Stock nos. 4426/4428/4431/4446. Choice of 4 ..... **£11,000**

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**1979 (PP) VOLVO B10M (new engine)** – VAN HOOL Aragon. 50 reclining seats, toilet, drinks machine, fridge, courier seat, curtains, Everspacher, PA/radio. ..... **£26,000**

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**1983 (A) LEYLAND TIGER** – PLAXTON PARAMOUNT 3500, 53 reclining seats, radio/cassette, PA system, continental door. Stock no.4429 ..... **£39,000**

**1982 (X) LEYLAND LEOPARD** – PLAXTON SUPREME, 51 seater, radio/cassette, PA system. Stock no.4433 ..... **£22,000**

**1981 (W) LEYLAND LEOPARD** – PLAXTON SUPREME, 50 reclining seats, radio/cassette, PA system. Stock nos.4416/4417. Choice of 2 ..... **£17,500**

**1979 (T) LEYLAND 401** – PLAXTON SUPREME (7ft 6in), 43 seater, very sought after. Stock nos. 4441/4442. Choice of 2 ..... **from £14,500**

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**1989 (G) LEYLAND SWIFT VANGUARD BUS.** Automatic, Telma retarder, 39 seats, luggage pen, 16 standees, all white, new MoT.
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**1986 (D) MAN BERKHOF.** 49/53 recliners, toilet, TV, video, double glazed, bunk, Webasto, new MoT.
**1986 (D) DAF MB 230 DUPLE 340.** 53 reclining seats, toilet, rear continental door, new MoT.
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**1983 PRIVATE PLATE MAN SR280 VAN HOOL ALICRON.** 49 reclining seats, toilet, TV, video MoT May 1991.
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**1983 (Y) VOLVO B10M VAN HOOL ALIZEE.** 53 reclining seats, courier seat, continental door, new MoT.
**1983 (Y) VOLVO B10M DUPLE DOMINANT IV.** 12 mtr, 53 seats, radio, PA, new MoT.
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**1976 VOLVO AILSA,** 79 seats, Alexander body, power steering, single entrance. Test expired.
**1976 VOLVO AILSA,** 79 seats, Alexander body, power steering, single entrance. Test expired.
**1976 VOLVO AILSA,** 79 seats, Alexander body, power steering, single entrance. Test 29-1-91.
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**1976 VOLVO AILSA,** 79 seats, Alexander body, power steering, single entrance. Test expired.
**1976 BRISTOL VRT SL3,** Gardner 180 engine, ECW body, 74 seats, new test.

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**2 X 1977 BRISTOL VRT SL3,** Gardner 180 engines, Northern Counties bodies, 74 seats. Tests expired.

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**1976 VOLVO AILSA,** 79 seats, Alexander body, power steering, single entrance. Test 25-2-91.
**1976 VOLVO AILSA,** 79 seats, Alexander body, power steering, single entrance. Test 9-4-91.
**1975 LEYLAND ATLANTEAN,** Northern Counties body, 75 seats, power steering. Test expired.
**1975 LEYLAND ATLANTEAN,** Northern Counties body, 75 seats, power steering. Test expired.
**1975 LEYLAND ATLANTEAN,** Northern Counties body, 75 seats, power steering. Test 29-4-91.
**1976 LEYLAND ATLANTEAN,** Northern Counties body, 75 seats, power steering. Test expired.
**1976 LEYLAND ATLANTEAN,** ECW body, 74 seats, power steering. Test expired.
**1976 LEYLAND ATLANTEAN,** ECW body, 74 seats, power steering. New test.

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**1979 10.3M LEYLAND NATIONAL.** Test expired. 44 seats.
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**NEW MERCEDES 814**, 33 a/rests, man door, f/spec. Stock
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**NEW MERCEDES 609D**, 24 c/seats, p/door. stock.
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**89 (G) DUPLE 425**, 53 recliners, toilet, low miles, extras. Tested.
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**89 OPTIMO**, 6 cyl, 21 seats/cable.
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**86 MERCEDES 608**, 21 seats, long test.
**86 MERCEDES 608D**, 21 seats, excellent.
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**85 (B) MERCEDES 608**, 15 seats + underfloor taillift, full PSV or 27 PSV.
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**1984 VOLVO JONCKHEERE P90**, 59 seats, toilet, drinks, driver's bunk, fridge, video/TV monitors, new MoT. **£45,000 + VAT.**

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**1980 PLAXTON SUPREME BEDFORD YMT**, new MoT, Express doors, **£7,500 + VAT.**

**1980 DUPLE DOMINANT BEDFORD YMT**, Sept MoT, recent retrim, **£7,500 + VAT.**

**1979 PLAXTON SUPREME BEDFORD YMT, £4,000 + VAT.**

**1983 DUPLE DOMINANT FORD R1114**, power door, double glazed, test applied for, **£11,000 + VAT.**

**1979 DUPLE DOMINANT FORD R1114**, Telma, tints, full draw curtains, Nov test, **£5,500 + VAT.**

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**1983 Volvo B10M PARAMOUNT 3500**, P/P, 49 recliners, toilet, driver's bunk, drinks machine, Eberspacher radio, PA, TV, video, Telma. **P.O.A.**

**1982 Tiger Viewmaster**, superb condition, new MoT **£24,950 + VAT**

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**1979 Leopard Dominant II**, 53 seats. **£5,000 + VAT**

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(17185/UN)

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**1989 VOLVO B10M PLAXTON,** 3500, 4 star (49/53 str).

**1988 DENNIS JAVELIN DUPLE** 320 SL, 57 str.

**1988 BEDFORD YNV DUPLE** 320, 57 str, long MoT.

**1987 (Oct) DENNIS JAVELIN,** 11m Duple 320, 57 str, long MoT.

**1986 MERCEDES 608D,** 23 str, Whittaker body.

**1986 BEDFORD YNT PLAXTON,** Par II, 53 str.

**1985 BOVA CALYPSO,** 53 str & courier seat.

**1984 VOLVO B10M VAN HOOL ALIZEE,** 49+, toilet, immaculate condition.

**1984 VOLVO B10M VAN HOOL ASTRAL,** 58 rec, toilet, semi decker with servery etc, new MoT, choice of 2.

**1984 DAF SB DHS JONCKHEERE JUBILEE** P50, 49+, toilet.

**1984 (DEC) LEY TIGER DUPLE LASER II,** 57 str.

**1983 BOVA EUROPA,** 49 rec, centre sunken toilet, coffee, fridge, immaculate.

**1983 MERCEDES 0303 JONCKHEERE JUBILEE P50,** 51 Vogel reclining seats, toilet, TV, video, coffee, fridge, long MoT, choice of 2. SPECIAL PRICE.

**1982 (Y) VAN HOOL ASTROMEGA,** 77 str, new engine, g/box, diff, BEST OFFER.

**1982 VOLVO B10M VAN HOOL ALIZEE H,** 49 str + toilet, choice of 2, new MoTs.

**1980 VOLVO B58** 12m Duple Dominant II, 50 rec, toilet, courier seat, power door, new MoT, **best offer secures.**

**1978 BRISTOL LH PLAXTON,** 43 str, new MoT.

**1977 VOLVO B58,** 12m, 53 str, Caetano.

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# BUS AND COACH SALE

ADT AUCTIONS
BUS & COACH

**REDGATE LANE**
**BELLE VUE**
**MANCHESTER M12 4RX**

## TUESDAY 26th MARCH 1991
## COMMENCING 11.00AM

This Bus & Coach Auction is the first of five scheduled to take place at Belle Vue during 1991 and will consist of more than 100 vehicles. Most of the entries will be in use until the day of the sale, so if you intend travelling for a specific vehicle please telephone to confirm its arrival before setting out. The promised entry includes the following vehicles:-

**2 x 1990 'G' BOVA FUTURA HIGH LINE COACHES,** 44 recliners, wc, servery, stereo, pa, Telma, 67,000 and 52,000kms.
**2 x 1990 'G' DAF SB 3000DKB CAETANO ALGARVE HIGH LINE COACHES.** 50 recliners, wc, servery, stereo, pa, video, ferry lift, 72,000 and 73,000kms.
**1988 BOVA FUTURA FHD 12.290,** 37 recliners, tables, video, wc, servery, Telma.
**1988 FORD QUEST 80 'J' SERIES JONCKHEERE P35,** 25/35 seats, with/without tables.
**1988 VOLVO B10M PLAXTON 3500,** 49 recliners, toilet.
**1987 BEDFORD YNV CAETANO,** 53 recliners, ferry lift, 138,000kms.
**1986 BEDFORD YNV DUPLE LASER II,** 53 seats.
**1986 DAF BOVA,** 49 recliners, wc, video, drinks machine.
**1986 MAN RIVIERA, REEVE BURGESS,** 32 seats.
**1986 NEOPLAN SKYLINER DOUBLE DECK,** 77 seats, wc, galley, video, driver's bunk.
**1986 BEDFORD YNV ALGARVE,** 53 recliners, drinks machine, Continental offside door.
**1985 VOLVO B10M ALGARVE,** 51 recliners, wc, video.
**1985 LEYLAND TIGER PLAXTON 3500,** 49 recliners, TV, video, toilet, servery.
**1985 BEDFORD YNT PLAXTON 3200,** 53 seats.
**1985 DAF BOVA,** 49 recliners, wc, drinks machine.
**1984 DAF BOVA,** 49 recliners, wc, drinks machine.
**1984 BEDFORD YNT DUPLE LASER,** 53 seats.
**1984 DAF BOVA,** 49 recliners, wc, stereo/pa.
**1984 LEYLAND TIGER 245 PLAXTON 3500,** 48 recliners, wc, drinks machine, wired for video.
**1984 LEYLAND ROYAL TIGER DOYEN,** 49 recliners, wired for video, driver's bunk, Telma.
**1983 DAF PLAXTON 3200 FOUR STAR,** 51 recliners, Continental offside door.
**1983 VOLVO B10M CARROSERIE JONCKHEERE DOUBLE DECK COACH,** sunken lounge, 48 recliners, wc, servery, wired for video, stereo/pa.
**1982 VOLVO B10M DUPLE GOLDLINER, IV,** 50 recliners, wc.
**1982 LEYLAND TIGER 245 PLAXTON VIEWMASTER,** 44 recliners, wc, servery.
**1981 FORD DUPLE DOMINANT II,** 53 seats, Telma, heated screen.
**1980 BRISTOL LHS PLAXTON SUPREME,** 33 seats.
**1980 LEYLAND LEOPARD DOMINANT II,** 49 seats, Express doors.
**1979 LEYLAND LEOPARD DOMINANT II,** 53 recliners.
**1979 VOLVO B58 DUPLE DOMINANT,** 57 seats, Telma, tinted windows, curtains, pa, radio.
**1978 BEDFORD DUPLE DOMINANT II,** 53 seats.
**1978 LEYLAND LEOPARD PLAXTON SUPREME,** 50/55 recliners, radio/pa.
**1978 FORD R1114 ESTORIL II,** 53 seats, power door.
**1978 BEDFORD PJK PLAXTON SUPREME,** 29 seats, power door.
**1976 LEYLAND LEOPARD PCK 147 DUPLE,** 47 recliners.
**1976 BEDFORD PJK,** 29 seats.
**1976 AEC PLAXTON SUPREME,** 53 seats.
**1976 VOLVO B58,** 52 seats, wc.
**1976 SEDDON PENNINE,** 49 seats, Gardner.
**1975 FORD R1114 DUPLE,** 53 seats, power door.
**1975 FORD R1114 PLAXTON,** 45 seats, power door.
**1975 BRISTOL LHS PLAXTON,** 33 seats.
**2 x 1975 AEC PLAXTON ELITE,** 49 seats.
**1974 LEYLAND LEOPARD PLAXTON,** 48 seats.
**1972 BRISTOL,** 44 seats, Gardner, semi-auto.

**MINIBUSES/COACHES**

**1991 'H' MERCEDES 609D,** 24 seats and courier seat.
**1989 'G' MERCEDES 408D,** Coachcraft conversion, 15 seat, coach spec.
**1988 'E' TALBOT EXPRESS PULLMAN,** 22 high back seats, tri-axle.
**1988 'E' MERCEDES 811 TURBO,** Robin Hood Conversion, 33 seat coach.
**3 x 1988 'E' FREIGHT ROVER SHERPA CARLYLE,** 20 seats, 3 standees.
**2 x 1987 'D' FREIGHT ROVER SHERPA DORMOBILE,** 16 seats.
**4 x 1986 'D' FREIGHT ROVER SHERPA,** 17 seat minibuses.
**1983 MERCEDES 307D,** Devon conversion, 12 seat minibus.

**SERVICE BUSES/OTHERS**

**1971 'K' DAIMLER FLEETLINE,** 75 seat d/deck.
**1967 LEYLAND ATLANTEAN EXHIBITION VEHICLE,** c/w 12ft x 12ft x 30ft awning, patio style reception furniture, catering/dining facilities, lounge/bar.
**1959 AEC REGENT DRIVER TRAINING VEHICLE.** (17142/AU)

Further entries invited. For details contact Derek Bolt, Paul Clay, or Steven Holt on 061 230 6000. Fax 061 220 8079

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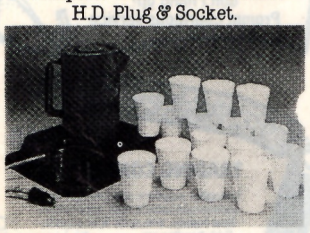

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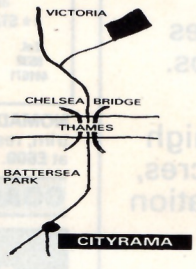


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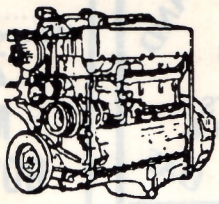

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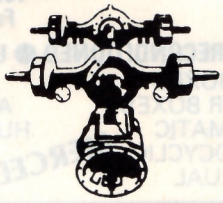

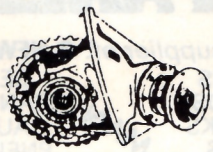

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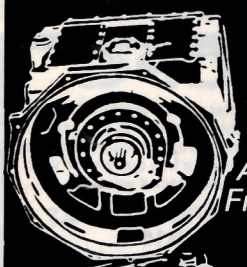

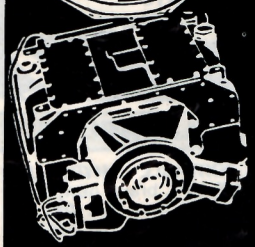

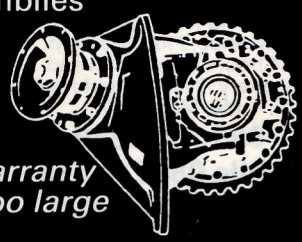

*All major units carry an 18 months unlimited mileage warranty*
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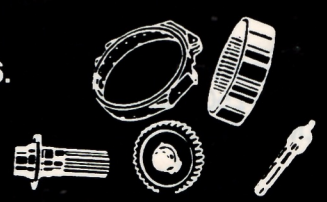
**Danny Parman, Southern Depot, 1 Butcher Row,**
**London E1. Tel: 071 790 1733. Fax: 071 790 8053.**
**Telex: 895 4146.**



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# ATTENTION ALL TRANSPORT MANAGERS AND OPERATORS

Recent TV publicity has implied that seats fitted to minibuses and coaches in the UK are unsafe because they lack seat restraints.

# THIS IS UNTRUE

All seats manufactured by Richards & Shaw (Trims) Ltd have provision in the frame for seat restraints. You may specify any seat from our comprehensive range to be fitted with seat restraints and be assured that when fitted they **WILL** comply with current legislation. **ECE 14** and **ECE 80.**

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(1747/SE)

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We have over 20 years' experience of arranging insurance packages for coach operators

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Cover arranged for single vehicles and fleet operators

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**62 Maidstone Road, Grays, Essex RM17 6NF**
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BUS & COACH COUNCIL
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Fleet and single vehicle operators
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**CALL THE CLASSIFIED HOTLINE**
**(0733) 898111**

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**1983/1989**
**PLAXTON 3500**
Good condition only, rear toilet preferred.
**Contact: Sandy Rapson**
**0831 091 767**
(17200/WA)

**680 LEYLAND LEOPARD** engines in good condition, complete vehicle purchase. **Tel. 02222 884649 or 884649.** (17149/WA)

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Fed up with working all hours for peanuts?

Why not become an owner driver operator?

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Full maintenance, operator licensing and work included as part of a package with finance arranged on a selection of vehicles.

**Write to Box Number 16969 for more details stating name and address, telephone number and previous work experience.**
(17184/BO)

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(Written details available on request)

(16987/FI)

Do *you* sell a product or service to the coach industry?

***Coachmart*** can help you

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20 years experience. UK/continent. Last 6 years Germany (3 languages). Full UK/European licences. Respectable work, vehicle, and salary required. Casual/season/full-time. Available Easter w/e onward. Genuine enquiries only please to:

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(17760/SW)

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### Interested in Running Bus Services in Hertfordshire?

In accordance with Section 89 of the Transport Act 1985, the County Council is currently updating its list of PSV operators who automatically receive invitations to tender for local bus and school contract services. If you are interested in running bus services in Hertfordshire but do not think you are on the list of potential tenderers, obtain further details and an application form from the Passenger Transport Unit, Planning and Estates Department, PO Box 99, Ware, Herts SG12 7LU. Telephone (0992) 588169.

Results of previous tenders are available for inspection at main District Council Offices and at the Planning and Estates Department Library.

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10 vehicles, no outstanding debts.

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If you wish to place a vehicle sales ad in our April 4 issue we would appreciate receiving your copy by 2pm on Thursday, March 28. Late copy facilities will still be available on Tuesday, April 2.

**Telephone Sally on 0733 898111 for more information**

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**£19,200 – £26,600**

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In a nutshell, the job is all about ensuring a high quality, round-the-clock engineering service for our major bus garage operation at Peckham, involving a 150-strong fleet. Because we lead the country in the quality of our bus maintenance, we will expect you to take the lead in performing a variety of supervisory and technical tasks – encompassing safety, training, development, welfare, planning and resource management issues.

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In return, we offer a competitive performance-related salary package, including benefits such as an excellent contributory pension scheme, free travel on London Buses and Underground services and a 75% discount on British Rail.

LONDON BUSES

To apply, please send your full CV to the Personnel Manager, 4th Floor, Riverdale Offices, 68 Molesworth Street, Lewisham, London SE13 7EU.

**LONDON CENTRAL**

(17164/AP)

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**Wentworth House, Wentworth Street,**
**PETERBROUGH PE1 1DS**

(17163/SV)

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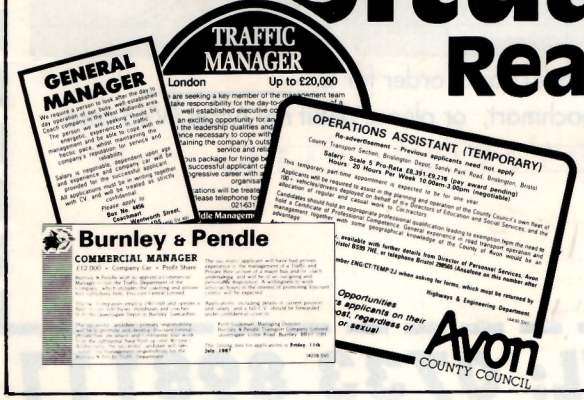
FAX: **081-568 6925**

(15238/ES)

EMERGENCY SERVICE

# Situation vacant?

## Reach the people you require through COACHMART



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|---|---|---|---|
| minimum 25 words | | | |
| ☐ x 50p = £ ☐ | ☐ x £25 = £ ☐ | ☐ x £55 = £ ☐ | ☐ x £8 = £ ☐ |
| No of words + VAT | No of weeks + VAT | No of weeks + VAT | No of weeks + VAT |

2. What is the best classification for your advertisement? _____

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4.
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Company Name
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Postcode Tel:

5. I enclose a cheque/postal order for £_____
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